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THE BUSINESS PAPER OF THE WAREHOUSE INDUSTRY

Vol. 24, No. 7

U. P. C. Building, 239 W. 38th St.
New York, N. Y.

July, 1925

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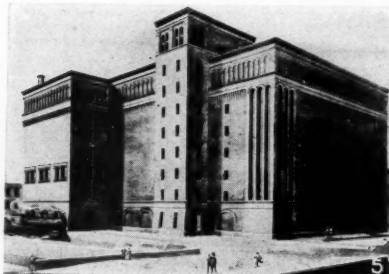
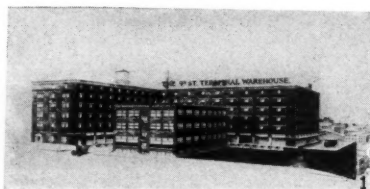
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WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

DISTRIBUTION & WAREHOUSING

THE BUSINESS PAPER OF THE WAREHOUSE INDUSTRY

Volume 24

NEW YORK, JULY, 1925

No. 7

Warehousing Asks I. C. C. Inquiry Into Carload and L. C. L. Costs

In Memorandum Filed at Washington, American Association:

1. *Contends That Each Class of Service Should Reflect Difference in Expense, and*
2. *Urges That the Public Storage Industry's Functions Be Fitted in Future Freight Rate Construction.*

PUBLIC merchandise warehousing has formerly requested of the Interstate Commerce Commission an opportunity to explain the industry's functions, and its relations to transportation—particularly its views with respect to the spread between carload and less than carload rates—at hearings which the commission will hold by authorization from Congress.

In a memorandum filed with the commission suggesting lines of inquiry for the commission to pursue, J. Edgar Lee, Chicago, president of the merchandise division of the American Warehousemen's Association, and William J. Buchanan, Tampa, Fla., the division's traffic and transportation committee chairman, suggest that the investigation include a study of the cost of less than carload and carload traffic so that rates charged for each class of service "may fully reflect the difference in cost."

The memorandum points out that "new conditions and new methods of distribution" are today dominating influence in rate construction, and that it is essential that warehousing's functions "be fitted into the construction of rates as well as in the actual distribution."

The commission's inquiry will be conducted under a Senate joint resolution approved last January. That resolution authorized and directed the commission to make a thorough investigation of the rate structures of common carriers in order to determine to

what extent and in what manner existing rates and charges may be unjust, unreasonable, unjustly discriminatory, or unduly preferential, thereby imposing undue burden or giving undue advantage, as between various localities, various classes of service and various kinds of commodities.

The commission is instructed also to make such changes and adjustments of rates and charges as may be found necessary to correct any defects found to exist.

Accordingly, the commission in March issued an order, No. 17,000, announcing that the investigation would be held. After a preliminary inquiry on its own behalf the commission will conduct the general hearings.

According to Mr. Buchanan the coming investigation appears to be somewhat broader than a general inquiry which was made in 1922. At that time the American Warehousemen's Association's railroad committee filed with the commission a brief prepared by Mr. Buchanan setting forth the industry's contentions with regard to the spread between carload and less than carload rates.

"The proposed investigation," to quote Mr. Buchanan, "appears to offer an opportunity for presenting not only our views with respect to rate relationships but to the practice of railroads in rendering free distribution service or at rates that do not properly represent cost, and other practices that constitute a com-

petitive condition with the warehousing industry without compensatory return to the carriers. It is my idea that we can prepare a very strong argument along the following lines:

Should Consider All Factors

"The American Warehousemen's Association, a corporation organized under the laws of the State of New York whose membership of 600 comprises the leading corporations, firms and individuals engaged in the business of storing and distributing merchandise throughout the United States, respectfully asks that the Commission proceed with its investigation with due regard for the following facts:

"That the procedure for rate making and rate revision which has been established by the rules of the Commission under the Act to Regulate Commerce remains unchanged by the Hoch-Smith Resolution.

"That present freight rate schedules have been developed through a long period of the application of that procedure.

"That rate revisions should be made with strict regard for all of the factors that have been used in determining present freight rate schedules.

"And that the Commission should take no actions as a result of this investigation that will endanger the efficiency of the transportation facilities or work undue hardship on industry.

"We, however, approve of an investigation of present rate structures conducted solely for the purpose of guiding the Commission in the discharge of the duties imposed upon it by the Transportation Act.

"In its investigation we trust that the Commission will consider, not only the factors that have heretofore appeared to be dominating influences in rate construction, but also new conditions and new methods of distribution that have become important.

Costs Not Previously Considered

1. "That heretofore carriers have been more concerned about the relationship between rates on various commodities than they have about the relationship between rates for various classes of service.

2. "That they have not given proper consideration to the cost factor and that, therefore, their rates do not bear a proper relation to cost of service.

3. "That they have not taken into consideration the cost of auxiliary service, with the result that many services are given free or at non-compensatory rates.

4. "That the proper regard for these factors will encourage the movement of traffic in carload channels, resulting in economies that could be reflected in lower rates.

5. "That less than carload terminals, particularly at large centers, are already congested and cannot be expanded to meet the demand of further increases in that class of traffic without prohibitive cost."

The text of the memorandum filed by Mr. Lee and Mr. Buchanan with the Commission reads as follows:

"The functions of the warehousing industry have become so closely allied with those of our transportation system and the service rendered is so essential to the expeditious and economical distribution of merchandise, that the welfare of that industry must be considered together with the needs of the carriers.

"In view of the close relationship between the warehousing industry and the carriers in the general scheme of distribution, it is important that the warehousing function be fitted into the construction of rates as well as in the actual distribution.

"It is well known to the Commission that present rate schedules have been made with high regard for the relationship between classes, the relationship between commodities, and territorial relationship, but with little or no regard for cost of service beyond the extent to which that factor might be recognized by the class relationship.

"As a result we now have a system of rates consisting of a single scale, modified by commodity rates, which applies to both less than carload and carload traffic and cannot properly recognize the relative cost of the two classes of service.

Spreads Between Rates

"The warehousing function is largely founded on the movement of merchandising in carload quantities to the storage point and the distribution to consuming territory in less than carload quantities. It will be obvious to the Commission that the future development of the industry depends largely on the establishment of proper spreads between the carload rates and the less than carload rates.

"We suggest, therefore, that the Commission extend its investigation to include a study of the cost of less than carload and carload traffic to the end that the rates charged for each class of service may fully reflect the difference in cost.

"The recent suggestion by the carriers in practically all territories that they be permitted to increase their revenues by substantial advances in the first four class rates is not consistent with the theory of making rates in relation to cost. They should be required to justify such increases by a disclosure of the cost of the service for which the rate is to be charged and not merely by a showing that total gross or net revenues are inadequate.

"Evidence of the intimate relation between the warehouses and the carriers is found in railroad practice of providing free storage and other terminal service, not included in their rates, at important distributing centers. It is proper that the Commission determine to what extent the carriers are employing their facilities for the purpose of rendering service at non-compensatory rates. Particularly the unloading of pool cars, l.c.l. freight on which they receive only carload rates and the distribution of mixed carloads. We recommend that when carriers' property is found to be employed in rendering service without profit that the value of such property be deducted from the value to be used for rate-making purposes under the Transportation Act.

Storage-in-Transit

"We believe that it would be in keeping with the spirit of the Hoch-Smith resolution to extend the storage-in-transit privilege to include all food products preserved for future consumption, such as canned peas, corn, etc. This arrangement would encourage the movement of these products to storage points in consuming territories at the close of the pro-

ducing season, at which time cars are plentiful and refrigerator equipment not required. The producer would be relieved of the necessity of selling his products on unfavorable markets to meet his financial requirements, as he can secure negotiable receipts on his goods stored in transit.

"It is not the purpose of this memorandum to present the subject of warehousing in full detail but

merely to suggest lines of investigation which we consider pertinent and to assure the Commission of our willingness to cooperate in any manner desired.

"We trust that the American Warehousemen's Association will be given an opportunity of explaining to the Commission the functions of the warehouse and its relation to transportation."

Public Warehousing and Economic Distribution

Number 4

Public Warehousing as a Safeguard Against Moral Risks

By H. A. HARING

ONE service of the public warehouse that came to me as a surprise was in connection with the remark of a banker in Birmingham in calling attention, as we walked down the street for luncheon, to the large number of retail shoe stores in that city. "It's the same at Bessemer and at Ensley," said he, "and they bring to our banks a singular risk.

"Shoe stores are famous for using the empty boxes to give a false impression of complete lines, and the banks have been fooled by the same thing a good many times.

"Now we are wise—after a few singeings. Our bank compels them to warehouse new goods until they are ready to display for selling, and we hold tight to unbroken cases. So long as the warehouseman has them it's as good as guarding them ourselves."

In March, 1925, exactly three years later, I was talking with the general manager of one of the largest jobbers of radio supplies in New York City when he was interrupted by his secretary laying before him a paper to be signed.

When his eye caught it he passed it over for my inspection, with this remark:

"You're interested in warehousing. Here's where it hits us.

"Everything we handle is stored in this building, with the single exception of radio tubes. Do what we will, we can't stop pilfering of them by our own employees!

"We sell easily \$150,000 worth of tubes a month, but only two cases of them are on hand at a time. Our incoming stock is consigned to the — Warehouse Co., and this is the sort of order we use against them every day to restock our warerooms."

Probably not a month passed in the three years that separated these two incidents in which some example did not come to my attention to illustrate how petty thieving by employees may be frustrated by keeping the goods beyond their reach or how the morals of a bank's borrower are upheld by the same methods.

I. *Thefts of Goods from Stock*

SUCH methods do not, obviously, apply to all lines of goods. Telephone poles and mahogany lumber in open yard storage at Baltimore do not present the temptation to pilferers that radio tubes do in New York or 30 x 3½ tires do in St. Louis; nor do Ford parts disappear as readily as replacements for Rolls-Royce limousines. Many manufacturers have no problem of this sort, while many others feel as does the Brocton shoe manufacturer who made the comment:

"It seems impossible to ship shoes

without some pilferage. Truckmen, railroad employees and even our own can't withstand the temptation to filch a pair. Whole hides to the value of \$20,000 are safe overnight on a platform, but a few inches of the same leather in the form of a shoe isn't safe anywhere."

Therein, of course, lies the explanation—the whole hide is useless while the shoe is immediately usable. The very natural result follows that pilferage is a danger only for merchandise that can be readily used or sold.

It is noticeable, in Florida, that orange groves are well fenced, but that grapefruit groves are usually unprotected. The reason was thus given me by a veteran grower of that State:

"You can always see a negro sucking an orange which you know he hasn't bought. Grape-fruit's no good without sugar, and the negro hasn't money to buy sugar. He'll never swipe grapefruit because it's no good to him."

The assistant sales manager of a typewriter manufacturer tells me that his

Public Warehousing and Economic Distribution

company has recently changed completely its method of handling agency stocks. Typewriters in excess of immediate demands of the agency are now stored in public warehouses, whereas formerly they were kept by the agency. The agency still has sufficient space to accommodate the machines, and yet the manufacturer finds it less costly to store where storage costs something. Says this manager:

"Every year our inventory showed awful gaps in stock—typewriters gone without record. Even empty packing cases would be found in stacks which we supposed to be untouched piles of machines.

"We have solved that trouble by having so small a stock at the agency that the lack of a single machine is immediately noticed. One of ten (of a model) will be missed, but one of 100 means nothing."

Ending Thievery

Thus goes the story. It is the same for a long list of merchandise—aluminumware and optical goods, undergarments, and hosiery, canned goods and tobacco, cutlery and tooth paste.

With the rice growers of Arkansas and Louisiana, the coming of Federally licensed rice warehouses has ended the greatest evil of rice marketing, because Federal inspection has ferreted out the "secret spouts" beneath the unloading hopper. Through these secret spouts the rice buyer robbed the rice grower as the grain flowed from railroad car (or wagon) into the weighing hopper.

Often with merchandise warehousing it would seem that public storing of the goods ends thieving of the owner's goods by his employees. At his factory the manufacturer has met the situation, as have large retailers, by "permits" for carrying anything from the plant. In this manner unauthorized removal of company property is prevented. A similar plan is followed by large branch agencies and by private warehouses, of course, but the ordinary branch agency handles so little merchandise that such complete organization is not justified. The result is that employees take away goods for their own account. This becomes, too, particularly simple where much of the work of those employees is the delivering of merchandise for the company's account. It becomes simple to load out cases for which no requisition has been prepared.

Recourse, in such cases, to public warehouses places the responsibility with the warehouseman.

The Uniform Warehouse Receipt Act says that "a warehouseman shall be liable to the holder of a receipt for damages caused by the non-existence of the goods. . . ."

Of this responsibility there is no question, inasmuch as the warehouseman by his contract becomes bailee for safe-keeping of the goods.

Should theft occur while in his custody, the loss is his to face; it is not the concern of the manufacturer.

As a matter of fact, loss of goods through theft is less liable to occur with the professional warehouseman for the mere reason that he makes it his business to prevent just such accidents. His business it is to store goods. His sole

For Traffic and Sales Managers

THIS is the fourth of a series of articles which Mr. Haring is writing for sales and traffic managers on the subject of "Public Warehousing and Economic Distribution." This present text deals with the commercial storage plant as a safeguard against theft, tampering and fire hazards.

In the April issue Mr. Haring told "How Judicious Use of Public Warehouses Economizes on Cartage Costs."

In the May number his topic was "How Staggering of Stocks by Shippers Will Cut Down Cost of Taxation."

In the June issue he explained "How Warehousing the Goods Promotes Continuous Factory Operation."

In the forthcoming August number Mr. Haring will suggest to shippers how to advertise warehoused stocks so as to increase sales and develop potential business.

Other texts of this series will be published during the months ahead, as set down on page 11.

was in control of a local cotton storage-house for the company. Suspicion was aroused (in 1921) that these storages held less cotton than the number of bales shown on the reports, and, accordingly, a series of "surprise tests" was made to challenge the scattered stocks. The outcome of this investigation may be gathered from what the company's president told in 1924:

"We did not discharge a single buyer, although four of them were seriously short in their bales. I do not believe in that method of dealing with men.

"But we did put temptation away. We closed down every cotton storage we had, and when we buy today we purchase only cotton warehouse receipts. Every contract we make is ironclad in that respect; no money until delivery to a specified public warehouse. . . .

"This very hour we own three million dollars' worth of cotton, and I know that every bale of it is where we believe it is—and that is quite different from wondering always whether we have it or whether we haven't."

To "select your warehouseman as you would your banker" has become a slogan with warehousemen.

No one values that expression more than those patrons who have come to public warehousing in order to escape thefts from stock in store at branch agency.

Goods in store with a professional warehouseman are known to exist (or if they should not, the warehouseman is responsible for their value), but goods stored by the owner for himself require inventory-taking in order to know whether they exist or not.

Only too often the annual inventory-taking is "like a 5 and 10 cent store's check-up to see how much the shoplifters have carried away," to quote the phrasing of a salmon-canner of the Columbia River. In fact, inventory-taking is necessary because and only because of the fear that goods may prove to be missing. It would be useless if every employee could be trusted.

II. Tampering with the Goods

THEFT of goods in store brings loss to the owner. There is, also, a hazard from the owner himself tampering with the goods. The owner has, of course, a perfect right to do with his own as he will, but after the goods have been hypothecated for a loan, the bank's interest in the goods comes prior to the owner's equity. Then anything the owner may do to the merchandise ceases to be his rightful privilege. It becomes tampering.

(Continued on page 12)

duty is so to store as to be able to make redelivery of identical packages—a thing the manufacturer could, of course, do for himself if he gave heed to that and to nothing else. He, however, is engaged in making the goods at the factory and in selling them at the agency, in neither of which processes does he give primary attention to guarding against losses of this nature.

In St. Louis is the head office of a manufacturing concern that uses cotton as raw material. Throughout the cotton-growing States this company has fifteen or sixteen cotton buyers, each of whom

For Traffic and Sales Managers

A Series of Articles

By H. A. Haring

On the Economies to Be Derived by Distributing Commodities Through Public Warehouses

BEGINNING with the April issue, *Distribution & Warehousing* commenced publication of a series of articles, written from the national shipper's viewpoint on some phase of the commercial warehouse system of routing goods from factory to retailer and consumer.

This new series will continue during the coming months and will give traffic and sales managers information on public warehousing that has never before been assembled in any publication.

The first article, in the April number, pointed out Savings in Cartage Costs As Made Possible by Judicious Selection of Warehouses.

The second article, in the May issue, told "How Staggering of Stocks by Shippers Will Cut Down Cost of Taxation."

The third article, in the June number, pointed out "How Warehousing the Goods Promotes Continuous Factory Operation."

The fourth article, beginning on page 7 of this July issue, discusses "Public Warehousing as a Safeguard Against Moral Risks."

In following issues, although not necessarily in the order as here set down, will appear articles which may be summarized as follows:

5. How to Advertise Your Warehoused Stocks So As to Swell Your Sales to Get Business Which You Are Now Missing, Etc.

6. Custodian Warehousing (Sometimes Called Field Warehousing) As a Little-Understood Opportunity for Factories That Are Borrowers From Banks.

7. How Warehoused Stocks Have Saved Markets When the Factory Has Burned or Been Seriously Crippled.

8. How Public Warehousing of Goods Costs Less Than Private Branch Storerooms.

9. The Savings From Low Insurance Rates of Public Warehouses.

10. Illustrations of How Spot Stocks in Public Warehouses Can Save a Market.

11. Examples of Financing the Factory Through Warehoused Stocks, Especially Where the Factory Has Failed to Get At Home All the Bank Aid It Needs.

12. How Spot Stocks in Public Warehouses Help Sales Distribution, Cut Down Sales Expense, Increase Mobility of Goods, Increase Sales, Etc.

13. Examples of Where Public Warehousing Costs Less Than Private—Based On Experiences of Distributors Who Have Tried Both Systems.

The Author:

H. A. Haring has for two years been investigating all phases of public warehousing and has interviewed hundreds of traffic and sales representatives of national distributors and many public storage executives. He is recognized as an authority on the subjects of the series which he is writing for *Distribution & Warehousing*.

Mr. Haring's articles will be a comprehensive "Outline of Distribution With Relation to Public Warehousing."

***Those Who Do Not Receive Distribution & Warehousing Regularly
Should Enter Subscriptions at Once as Few Copies Are
Printed Beyond Actual Requirements***

A subscription—price, \$2—commencing with the January, 1925, issue will bring you the 1925 Warehouse Directory, published as part of that number

Public Warehousing and Economic Distribution

The two conditions of proper storing are:

(a) That the goods are *where* the receipt says they are; and

(b) That they are *as* said to be; quantity and condition must be unchanged.

Early public warehousing is an unending story of thievery and thuggery, and the warehouse reached commercial importance in Europe only when the Venetian warehousemen became worthy of their trusteeship for the goods. As their integrity grew, the receipts (or warrants) for their warehouses became symbols for the goods. Thereafter merchants were satisfied to pay over their money in exchange for an order against the warehouseman. The delivery order had value because and only because the goods were *where* and *as* stated, and men had faith in the warehouseman that such would be the case.

Tampering with the goods does not occur with honorable owners. Like all hazards, the risk comes with owners of uncertain credit or of unstable morals.

"Access to Goods"

"The best article in the warehouse standard Terms and Conditions," says the credit manager of one of New York's largest trust companies, "is the one about access to goods."

The same thought has been followed by the various Federal Reserve banks in their lists of accredited warehouses for each Reserve district, for they have insisted on full compliance with the requirement that "customers shall have access to or work on goods in store when accompanied by a warehouse employee," and they have usually demanded that the word "only" be inserted in the clause, although it is clearly the intention without that word.

"That condition in the storage contract," according to another New York banker, "polices the owner. It makes the warehouseman guard the merchandise, and if he sleeps on the job his warranty is a bond to guarantee us against loss. If the goods get away, we'll hold him for the value."

This is something that the owner of uncertain credit or unstable morals cannot do for himself.

If the goods repose in his own store-rooms, the safeguard is lost.

The public warehouseman, being a third party, protects the integrity of quantity and condition of the goods as the owner cannot always be trusted to do.

Within the past eight years cotton marketing has vastly improved, with benefits chiefly to the grower, who now gets a better proportion of the ultimate selling price and who has been enabled as never before to hold for more

favorable prices. The changed condition throughout the cotton growing States is the direct result of investigations by the Federal Reserve Board, and those investigations pointed out clearly the need of cotton marketing.

The Board insists that cotton shall be warehoused with public warehousemen—beyond control of the owner of the bale—and when that condition is complied with (and the cotton properly insured), cotton-secured paper may be rediscounted on especially favorable terms. The Board will *not*, however, make loans against cotton paper so long as the bales are on the owner's farm or in private storage.

Before the Board announced this policy for loans, the banks in the cotton

when lodged with a public warehouseman the goods are shielded from attachment (Uniform Warehouse Receipt Act). The law of all States except four provides that:

"If goods are delivered to a warehouseman . . . and a negotiable receipt is issued for them, they cannot thereafter, while in the possession of the warehouseman, be attached by garnishment or otherwise, or be levied upon under an execution, unless the receipt be first surrendered to the warehouseman, or its negotiation enjoined. The warehouseman shall in no case be compelled to deliver up the actual possession of the goods until the receipt is surrendered to him or impounded by the court."

Legal attachment against the goods is not "tampering" with them by the owner; but for the bank with a loan against them, the clutch of the law brings the same result. Such an attachment undermines the bank's security as fully as though the owner had spirited away the merchandise. With bankers, accordingly, lawful processes against the goods are thought of as the equivalent of tampering. Both introduce the element of insecurity and uncertainty.

Banks' Safeguards

A bank is scrupulously careful to have a mortgage on the land before it advances money for constructing the building—in order to preclude a builder's lien gaining priority to the bank loan. Similarly the stock certificate must be indorsed and handed over before the cashier's check is tendered the borrower.

Exactly the same principles apply to hypothecation of merchandise.

Into a Des Moines bank came the proprietor of a cannery (located in an adjoining county) in 1923. He was applying for heavier loans than his local banks could grant, with a showing that, due to farm prices that year, he could increase his business with fine profits. The local bank had loaned 50 per cent of the value of the canned goods. The owner wanted more.

"If you'll warehouse the goods," he was told, "we'll carry you for 75 per cent of your costs."

"But," protested the canner, "I have a slow-burning storage house with sprinklers. The goods are safe. . . . There's no warehouse in my town, and it'll cost money to ship them to the city and store them."

The acme of protection against tampering or legal attachment is to be found in the Customs Bonded and Internal Revenue Bonded warehouse. Here the guardianship of the public warehouseman is buttressed by the Government's custodian. The "United States Store-

Next Month

UNLESS the manufacturer carries to his prospective trade an advertised message of conveniently warehoused stocks, "he is deliberately throwing away one of the possible economies of distribution through warehousing his product," Mr. Haring says in his article which will appear in the August issue. On the other hand—

"The manufacturer who properly warehouses his goods" and supplements this with steady and simultaneous advertising "is in position to meet the highest requirements as to delivery" and at the same time keep up with competition.

Mr. Haring will give some specific instances of how shippers are advertising stocks stored in public warehouses.

belt each autumn proved unable to accommodate their customers merely because the local banks could not rediscount cotton-secured paper. Of recent years, on the contrary, it is the statement of the Federal Reserve Board that no district in the cotton States has lacked the ready funds to move the cotton crop—a wonderful change for all the South; a change, too, that has come principally through publicly warehousing the cotton.

In this case "public warehousing" means that the bale is weighed and inspected and graded before storage. Its value is thereby definitely ascertained. That value cannot, thereafter, be altered by "falsely packing" the bale with stone or seed-hulls or trash.

There enters, as well, the fact that

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keeper," and he alone, has access to the goods. Ordinarily in a warehouse the proprietor insists upon accompanying the owner within the warehouse; with the "bonded" warehouse of this type even the warehouseman must permit the "storekeeper" to be present—if access to the goods is at all allowed. The Government's lock on the door, in effect, transforms into Federal property whatever lies within.

The American institution of "United States Storekeeper" has its counterpart in the practices of Governments the world over, although not all are restricted to the single opening to the warehouse.

"Fire is not the *only* risk. If this bank makes your loan, we'll do it only after we've insured *every* risk."

In the end the canner acquiesced. When interviewed a year later (June, 1924) his storage house had been rebuilt for other uses, and he told that the output of the cannery would be loaded directly into freight cars from the can-sealing tables, to be warehoused with professional warehousemen.

"Crown Lock" System

England and English possessions use what is known as the "Crown Lock," the key to which is retained by the "Crown Locker."

France has a system of the "Lodged Custodian," under which a Government officer is always on duty, with living quarters provided at the cost of the warehouseman.

Japan, too, has governmental "Lockers" permanently stationed at the warehouses, with the usual Japanese series of guards over the guard! The "Locker"—who is forbidden to leave the premises—must each night with elaborate care deposit the keys with the "customs house guard" who watches over the "locker."

Due to this double security that the goods will not be changed in store, what is held in United States "bonded" warehouses becomes ideal security for bank loans. Despite the fact that import duty and internal revenue are a first lien on the goods, banks will loan a larger proportion of value than for the same goods in domestic trade. A Chicago jobber of sponges showed irritation as he said:

"The banks advance every cent we pay abroad for sponges, and they carry us three years, if we keep the sponges in the 'bonded' house. But the minute we withdraw them, the bankers drop on us to reduce the loan. It makes no difference that we have increased the value of the sponges by paying the duty."

The difficulty is clear; the bank's security was less. There is, in this particular instance, involved the well-known unscrupulous tactics of the "manufacturer" of sponges.

This incident was related to a banker

whose bank is prominent in international finance. Without hesitation, he remarked:

"There's nothing queer about it. Any bank is safe to loan 90 per cent, or even 100, against shipping documents for im-

"Tainted Failures"

AN advance copy of this July article by Mr. Haring was submitted by *Distribution & Warehousing* to W. Lee Cotter, chairman of the publicity committee of the American Warehousemen's Association, for his comment.

"While it is true," said Mr. Cotter, who is head of the Cotter chain of warehouses in Ohio, "that many failures can be attributed to moral weakness, it seems to me that there is not enough said in this article to call the attention of readers that this plan not only protects the banks from crooks, but also eliminates temptation on the part of a small business man who is trying with honest intentions to keep his business on its feet, but on account of limited capital is tempted to do certain things which often get him into trouble. An extract from the Alexander Hamilton Institute, May 30, is as follows:

"Consider that four-fifths of the nation's business is done on credit. Consider also that failures in the United States last year totaled 20,500, with liabilities of \$540,000,000. At least 7 per cent of all these failures were listed as fraudulent, and according to the credit agencies, 40 to 50 per cent of all failures were at least tainted to a greater or smaller degree with fraud. It is not difficult then to judge why the campaign to check this menace calls for the support of all honest business forces."

ports. The only risk is fluctuation of market price. Uncle Sam sees to it that no man's hand is laid on the commodity itself."

One of the distinct developments of four or five years is the increasing use of public warehouses by metropolitan bankers.

It is quite the custom to say to borrowers, "Put it in the — warehouse and bring in the receipt."

With the growth of cities, close personal contact and acquaintance lessens;

bankers cannot keep so intimately posted on the fluctuations of a borrower's business.

Banks, therefore, "play safe" by segregating the merchandise from the owner's keeping.

It is, further, more and more the habit to ask borrowers to divide their goods, putting a portion in public store and retaining but a part in trade, following the practices of the Birmingham bank with retail shoe dealers of that city.

Storing the goods is the thing most desired by the owner. Security is most highly considered by the loaning bank—security against (a) changing either quantity or condition of the goods, and (b) against legal attachments and similar process-serving.

Security of this sort may be found with the public warehouse, as is hardly possible with the one under private control of the owner of the goods.

III. Fires of Questionable Origin

OVER the desk of the president of a certain fire insurance company for many years hung the motto: "Profitable property never burns." The same truth is stated by the National City Bank when it says: "It has been a well-known fact that the losses of fire insurance companies increase in bad times and diminish in good times."

Basing its conclusions upon business failures as reported by the Federal Reserve Board and upon fire losses as paid by the underwriters, this same bank has shown that when concerns are making good profits "they cannot afford to have fires," but that slow-selling merchandise is often converted into cash at sixty days by "sale to the underwriters." The bank says:

"This showing is startling, for it reveals the shameful fact that incendiarism is an enormous factor in the fire losses of this country. It presents a disgraceful record of fraud and waste in American business life."

This liability of fraud with fire insurance is as necessary a corollary to insuring against fire as certain mercantile crimes follow from the credit system of the commercial world. Fraudulent bankruptcy (or larceny of merchandise) would be quite impossible on a strictly cash basis for business, but it becomes possible under a credit system. Yet we must have a credit system and we must have fire insurance, even at the cost of the evils therewith begotten.

This ever-present risk of arson becomes a greater menace in December. It becomes so real in the last week of that

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month as often to bring ruin to insurance companies.

This is for the reason that Christmas merchandise includes hundreds of articles for which little demand exists during the remainder of the year. Other hundreds of articles enjoy in the pre-holidays period a greatly stimulated sale. Both classes of goods, for the next eleven months, become "dead stock."

Arson!

To the dealer is presented a temptation to sell this useless merchandise to the insurance companies via the kerosene route, with an added temptation because of the year-end inventory shortly ahead.

Every year the smaller and weaker fire insurance companies make contracts with larger companies by which they "re-insure" themselves against their losses in December. So great, in other words, is the "holiday fire hazard" that underwriters speak of the week from December 24 to 31 as "the hottest week of the year!" Smaller companies dare not carry the risk of that week's fire losses.

The whole problem of questionable fires has a direct bearing on the public merchandise warehouse.

Thirteen years ago the then Fire Commissioner of New York, Joseph Johnson, at the opening of his Arson Exhibit, announced the opinion that in Greater New York 25 per cent of all fires were incendiary. The highest risks came with smaller retailers, the smaller manufacturers, and a certain class of self-styled "jobbers."

Fire marshals in New York and many other cities have repeatedly recommended that "temptation be put away" by storing surplus stock in unbroken packages with public warehousemen.

Taking Away Matches

Concerns that are likely to have fires of questionable origin will not voluntarily thus store their merchandise. To do so would defeat their favorite device to convert goods into cash. They must be compelled by some outside force. That outside force will be either (a) from the banks that loan against the goods or (b) from the underwriters who insure.

In a personal interview, the chief of the underwriters' inspection bureau of one of our largest cities says:

"When we reach the point that we can compel merchants to warehouse their stocks it will be like taking away their matches!"

A New York bank, known for its large business with the silk and cotton trades, says through a vice-president:

"Either they warehouse the goods or they go without a loan."

The same officer expanded this terse statement by adding:

"The cutting-up trades and the garment trades have enough moral hazards from the moral caliber of the men engaged in them and from the style fluctuations, without making fires too easy. Any bank would be foolish to make them large advances and not take their merchandise away from the shop."

It is, as a result, rather the custom in New York City to require that stocks of cloth, as well as surplus of fabricated garments, shall be removed from the premises of the owner and entrusted to public warehousemen. Warehousemen well know that a specialized form of warehousing has come in that city, with warehouses (or floors of houses) solely for silks, piece goods, etc., in charge of specially trained employees who know the peculiarities of the wares. A similar development has come, to lesser extent, elsewhere. Public warehousing of raw furs has come for an identical reason.

With food supplies the need of holding goods in cold storage has brought about the same result. The dealer in eggs or butter, cheese or poultry, etc., borrows a far larger proportion of value from his bank than the dealer in hardware or drygoods, or the jobber of radios or office supplies, and the reason is that goods in cold storage warehouses are better security than goods in the owner's warerooms.

Fires and Credits

One New York trust company has been encountered whose credit department goes over the daily report of fires in that city, checking for concerns that are borrowers from the trust company. Wherever a borrower has become involved in a fire, the credit department prepares a statement to show the pertinent facts, among which are the amount loaned, the borrower's last inventory (as filed with the bank).

A column of the form used for this purpose carries the heading "Secured by warehouse receipts," and usually the first item under "Remarks" is some such symbol as this: "Wse 81%." This means, of course, that warehouse receipts represent 81 per cent of the effective borrowings.

"A glance tells the story," comments an officer of that bank. "Whatever is warehoused is safe from the fire. For the balance our risk of ultimate loss is slight, because the borrower is pretty sure to collect at least 19 per cent of the damage, and we'll come in for our share. But if our whole loan was messed up in his general inventory we'd have to fuss around through all the adjustments and then probably end by charging off a loss."

Conclusion

THE educating of American business to the advantages of the public warehouse is a long, slow process. Great strides have come in the twenty years now ending.

The general merchandise warehouse has no stauncher friends than the bankers who loan and the underwriters who insure.

The underwriters are not able to influence storing in warehouses except as they make prohibitive rates for holding goods on the premises of the owner—a very indirect way of diverting storing to the warehouse. The banker, however, brings much business to the public warehouse.

Warehousemen can do nothing better for their industry than to educate every banker to the fire-hazard security of public storing. It is most notable that banks whose officers understand what the public warehouse offers are the means of turning patrons to using those facilities.

"Put the stuff in the — warehouse and bring us the receipt," in one form of wording or another, is the message from banker to borrower in far more cases than warehousemen perhaps appreciate.

This injunction is bringing to the public warehouse a miscellaneous lot of assorted goods, not in carloads from the manufacturer, but in truckloads from jobber and retailer and small manufacturer. It is the sort of business that the warehouseman can hardly solicit directly for the reason that each storage contract includes only a small lot of goods. The sources are so scattered that it would be almost impossible to go after the business.

If, however, the banks grasp the idea, business will flow to the warehouses as never before. Bankers are famous for extracting the last morsel of security. All the warehousing industry has to do is to let them see the added protection for what is entrusted to the public storage man.

One Bank's Attitude

An Ohio warehouseman showed me two floors of his fine building, of which he said:

"On these two floors there's not a single lot as big as a carload. We reserve them for local concerns, and there's 100 per cent insurance on every pound of the stuff. . . . It all comes to us through the — Bank, and every time a share of our stock is for sale some officer of the bank snaps it up."

In the last clause lies another proof of the future of merchandise warehousing. Banks and bankers are becoming investors in public warehouses. In so doing they merely follow the banker's rule: invest where there's money to be

made. When the banker begins to direct business to the warehouse he itches to enter that business, knowing only too well what will be the result.

Public warehouses will, accordingly, make simpler the troubles of financing their warehouses as banks learn how the public warehouse is protection against the hazards of fire, of tampering with stock and of pilferings from stock. The uniform receipt has given banking integrity to warehoused commodities. The indelible stamp of approval has been imprinted on loans against warehouse receipts.

Public warehousing has not, up to this time, reaped the full benefit of the wonderful protection it gives the bank. The warehouse gives better protection against loss by fire than 100 per cent insurance can possibly afford: because the ware-

house keeps the match from the goods.

Warehousing needs advertising—not to fellow warehousemen, but to those businesses which know it not. We have pounded away on the theme of integrity of the warehouseman, savings in freight charges, quick distribution to the market, etc. These thoughts are fairly well accepted. But our warehouses have not made the impression they rightfully deserve as guardians of commercial morals.

After Three Decades

Integrity of the warehouseman has come since the early '90s. Character has built the industry in America. The warehouse receipt is good collateral only in so far as the warehouseman merits his trust. When the banker believes in the warehouseman's fidelity, he takes

in the receipt; when the banker is in doubt, the paper is no more of value than those awful "memorandum receipts" on scraps of paper that we used to see (with an illegible pencil signature of the warehouseman).

The industry does need to proclaim and broadcast what it does to protect against various commercial hazards—fire hazards most of all. In New York City this has been accomplished and in several other cities, and yet, taking the country as a whole, the warehouses have not been credited with what they are doing for the banks and the insurance companies. The lack of credit is due largely to themselves; they have not told the story of what they are doing.

This story, like that other "old, old story," must be told and retold because men "forget so soon."

Association Trade Statistics Rights Defined by U. S. Supreme Court

Two Decisions by Highest Tribunal Grant Privilege of Disseminating Certain Business Information Among Members

IN two decisions of far-reaching importance to the business world and the great industries the United States Supreme Court on June 1 held that trade associations do not violate the anti-trust laws in gathering and disseminating among their members information as to costs and quantity of production, stock conditions and sales prices, and cannot be prosecuted for so doing.

The decisions were given in the cases of the Maple Floor Manufacturers' Association and the Cement Manufacturers' Protective Association, both of which had been found guilty by the lower Courts of breaking the anti-trust law. The Government contended that under the guise of exchanging trade information these associations had virtually formed and were operating a commercial pool in defiance of the Sherman Act.

In writing the two decisions, Associate Justice Stone argued that whereas a combination between the various

manufacturers in these two trades might have come about through the methods complained of, there was nothing to show that such was the intent, and that, on the other hand, especially in the case of the maple flooring manufacturers, diligent effort was made to keep within the anti-trust laws.

The court was not unanimous on the opinion, Justice McReynolds submitting a dissenting opinion which held the activities of the two organizations had been proved unlawful under the decisions already laid down by the Court in the hardwood lumber and linseed oil cases, and Chief Justice Taft and Justice Sanford dissented on somewhat similar grounds.

The two actions were considered by industrial interests throughout the country as test cases, in which the final decisions would govern, to a large extent, the future business methods and manufacturing and selling operations of some of the greatest corporations.

THE maple flooring case came from Michigan, where, the Government contended, twenty corporations in Michigan, Minnesota and Wisconsin were banded together to defeat the anti-trust act. The cement case arose in New York State where, the Government arraigned the Atlas Portland Cement Co., Allentown Portland Cement Co., and nineteen others doing business in Pennsylvania, New Jersey, New York, Maryland and Virginia. The Supreme Court decision overthrew injunctions granted by the lower courts in both cases.

In one opinion Justice Stone declared that the flooring manufacturers "by their course of conduct, instead of evi-

dencing the purpose of persistent violations of the law, had steadily indicated a purpose to keep within the boundaries of legality as rapidly as those boundaries were marked out by the decision of courts interpreting the Sherman act."

Scientific Knowledge

"It is not open to question," continued the opinion, "that the dissemination of pertinent information concerning any trade or business tends to stabilize that trade or business and to produce uniformity of price and trade practice. * * * But the natural effect of the acquisition of wider and more scientific knowledge of business conditions on the

minds of the individuals engaged in commerce and its consequent effect in stabilizing production and price can hardly be deemed a restraint of commerce, or, if so, it cannot, we think, be said to be an unreasonable restraint, or in any respect unlawful.

"It was not the purpose or the intent of the Sherman anti-trust law to inhibit the intelligent conduct of business operations, nor do we conceive that its purpose was to suppress such influence as might affect the operations of interstate commerce through the application to them of the individual intelligence of those engaged in commerce, enlightened by accurate information as to the essen-

tial elements of the economics or a trade or business however gathered or disseminated.

"We can find no basis in the gathering and dissemination of such information by them or in their activities under the present organization for the inference that such concerned action will necessarily result within the rule laid down in those cases." (The American Column case and the American Linseed Oil Company case.)

"We decide only that trade associations or combinations of persons or corporations which openly and fairly gather and disseminate information as to the cost of their product, the volume of production, the actual price which the product has brought in past transactions, stocks of merchandise on hand, approximate cost of transportation from the principal point of shipment to the points of consumption, as did these defendants, and who, as they did, meet and discuss such information and statistics without, however, reaching, or attempting to reach, any agreement or any concerted action with respect to prices or production or restraining competition do not thereby engage in unlawful restraint of commerce."

The Cement Case

In the cement case the Government charged that the defendants, through the activities of the associations, controlled prices and production in the following manner:

"1 By the use of specific f.o.b. contracts for future delivery of cement, accompanied by a system of reports and trade espionage having as its objective the restriction of the deliveries of cement under those contracts.

"2 By compiling and distributing among the members freight rate books which give the rate of freight from arbitrary basing points of delivery within the territorial area served by the several defendants.

"3 By exchange of information concerning credits.

"4 By activities of the association at its meetings."

The Government contended that uniformity of prices and limitation of production were necessary results of these activities, but it did not charge any agreement to limit prices or production, nor did it state that prices were excessive or unreasonable. Nothing was adduced to show that competition had been destroyed.

In submitting the Court's opinion in this case Justice Stone said the two essential elements in a conspiracy to restrain commerce were the gathering and reporting of information which would enable individual members of the association to avoid making cement deliveries on specific job contracts which, by the terms of the contracts, they were not bound to deliver, and the gathering of information as to production, price of cement sold on specific job contracts and transportation costs.

The opinion continued.

"That a combination existed for the

purpose of gathering and distributing these two classes of information is not denied. That a consequence of the gathering and dissemination of information with respect to the specific job contracts was to afford manufacturers of cement opportunity and grounds for refusing deliveries of cement which the contractors were not entitled to call for, an opportunity of which manufacturers

N. F. W. A. Not a Trust

ALLUDING to the Supreme Court's decision in the maple floor and cement cases, Judson M. Davis, Los Angeles, chairman of the legislative committee of the National Furniture Warehousemen's Association, comments that the National could never in any sense be considered a trust. It was organized and exists, he points out, for the purposes set forth in the organization's code of ethics. He adds:

"The furniture warehouseman has nothing to sell but service and could not be considered as a combination in restraint of trade, or as a price-fixing institution. The membership is scattered all over the United States, and the price of service rendered is different in almost all localities and no attempt is made to regulate that. The main effort of our association, so far, has been to improve our services so as to give the public the best service possible.

"Many of the largest household goods warehouses in the country were started by men who drove a one-horse wagon, and whose methods, as compared with those today, were crude and their mode of cost accounting was entirely overlooked. It is through associations such as ours that the warehousemen today have learned the best methods of handling furniture so as to protect it from damage in transit, and this is especially true in the matter of packing for shipment. The public has profited more than the warehouseman by this association."

were prompt to avail themselves, is not open to dispute.

"We do not see, however, in the activity of the defendants with respect to specific job contracts, any basis for the contention that they constitute an unlawful restraint of commerce."

The Justice also said that the Court could not regard the "gathering and reporting of information through the cooperation of the defendants with reference to production, prices in actual closed specific contracts, and of transportation costs as an unlawful restraint of commerce, even though it be assumed

that the result tends to bring about uniformity in price."

The dissenting opinion by Associate Justice McReynolds stated:

"These causes disclose carefully developed plans to cut down normal competition in interstate trade and commerce. Long impelled by this purpose, appellants have adopted various expedients through which they evidently hoped to defeat the policy of the law without subjecting themselves to punishment.

"They are parties to definite and unusual combinations and agreements, whereby each is obligated to reveal to confederates the intimate details of his business and is restricted in his freedom of action. It seems to me that ordinary knowledge of human nature and of the impelling force of greed ought to permit no serious doubt concerning the ultimate outcome of the arrangements. We may confidently expect the destruction of that kind of competition long relied upon by the public for establishment of fair prices and to preserve which the anti-trust act was passed.

"*United States v. American Linseed Oil Co.*, 262 U. S. 371, states the doctrine which I think should be rigorously applied. Pious protestations and smug preambles but intensify distrust when men are found busy with schemes to enrich themselves through circumventions, and the Government ought not to be required supinely to await the final destruction of competitive conditions before demanding relief through the courts. The statute supplies means for prevention. Artful gestures should not hinder their application.

"I think the courts below reached right conclusions and their decrees should be affirmed."

Some Reactions

George T. Buckingham, of counsel for the cement manufacturers, commenting in a Chicago interview on the Supreme Court's decision, called it "a landmark in the construction of the anti-trust laws." He added:

"This decision will affect hundreds of trade associations throughout the land. It is probably the most momentous opinion on the Sherman Act since the famous Standard Oil case in 1912."

Attorney General Sargent, commenting in Washington the day after the Supreme Court decision was handed down, said the Department of Justice would "continue to be alert to detect and prosecute associations whose operations go beyond the mere dissemination of knowledge now sanctioned by the Supreme Court, and actually result in combinations, conspiracies and agreements in restraint of trade in violation of the law."

Trade associations, said Mr. Sargent, now have "a clear definition of the laws and can govern themselves accordingly within the limits of these decisions and not operate in agreement to the detriment of the public in violation of the law."

The two Supreme Court decisions are interpreted in *The Nation's Business*,

(Concluded on page 56)

States Work Toward Uniformity in 1925 Legislation

New Motor Laws Built Along More Uniform Lines. Gasoline Taxes Still Growing. Compulsory Insurance Gets Set-Back

By Russell Huffman

Secretary, Motor Vehicle Conference Committee

CONSIDERABLE progress has been made so far this year by the various State legislatures in effecting a saner and more uniform regulation of the motor vehicle.

As we approach the end of the 1925 legislative season, which witnessed the consideration by forty-one States of more than 2300 bills of interest to the automotive world, we find many new enactments now effective or soon to be put into practical operation.

Seven more States will regulate motor vehicle common carriers for the first time.

Although registration fees have met with only a slight increase, the gasoline tax has experienced such popularity as a revenue measure that only four States remain outside of the motor fuel taxing group.

New size, weight and speed restrictions tend toward a greater uniformity.

Compulsory liability insurance for all automobile owners has received a decided set-back, while certificates of title laws will operate in seven additional States.

Few States will require full stops to be made at railroad crossings, although other laws designed to decrease the hazards upon the highways have been enacted.

Since the beginning of the year every State in the Union, with the exception of



THE 1925 AVALANCHE! A TOTAL OF 2300 BILLS AFFECTING THE MOTOR VEHICLE INDUSTRY HAVE BEEN DUMPED INTO THE LEGISLATIVE MILLS OF THE VARIOUS STATES SO FAR THIS YEAR. ONLY ABOUT 400, HOWEVER, HAVE BEEN PASSED TO DATE

Alabama, Georgia, Kentucky, Louisiana, Maryland, Mississippi and Virginia, has been actively engaged in placing new laws upon the statute books. The past few weeks, however, have witnessed the adjournment of the legislatures of almost all of these States.

Connecticut, Florida, Illinois and Wisconsin are still in session, although it is expected that they will adjourn this month. Georgia will convene on June 24. West Virginia has reconvened in special session, while Texas and Washington will probably hold special sessions later in the year.

New York Leads in Bills

Quite naturally, New York, which heads the 1924 list of registered cars, introduced the greatest number of motor vehicle bills. Other States most active in this field were Massachusetts, California, Pennsylvania, Wisconsin, Minnesota and Ohio.

The great majority of these bills failed of enactment, only about 400 out of the 2300 having become laws up to the present time.

Although a comprehensive survey of the new regulations cannot be made at this early date, as some of the bills are still pending before the House or Senate or awaiting the exercise of the Governor's prerogative in their respective States, and official reports of many others in States recently adjourned have not yet been received, we can in a general way observe the trend of legislation and briefly summarize some of the more important laws.

Governmental regulation of common carriers is keeping apace with the rapid development of the motor truck and the motor coach as important links in our transportation system. This year seven additional States, Idaho, Indiana, Kansas, Massachusetts, Minnesota, North Carolina and South Carolina, have undertaken to regulate the business of transporting persons or property in commercial vehicles. This leaves only ten States, Arkansas, Delaware, Florida, Georgia, Louisiana, Mississippi, Missouri, New Mexico, Tennessee and Texas without such regulation, although the Florida Legislature, still in session, has such a bill before it.

Six States, however, have this year defeated an attempt to place the supervision of their motor transportation service under any governmental regulatory body, namely, Arkansas, Delaware, Missouri, New Mexico, Tennessee and Texas. In Iowa, North Dakota, Oregon and South Dakota, already under common carrier regulation, old laws have been replaced by new, while California, Connecticut, New Hampshire, Nevada, Ohio, Oklahoma, Rhode Island, Utah and Vermont have amended their present motor transportation laws. Amendments are still pending in Illinois and Wisconsin.

Regulation in Idaho

Idaho has placed the regulation of auto transportation companies under the jurisdiction of the Department of Law Enforcement, having defeated the bill which would have granted this authority to the Public Utilities Commission. This new law makes it necessary for such companies transporting either persons or property for compensation and operating outside of cities to obtain a permit, to file a bond or certificate of insurance and to pay a fee for the maintenance of the State highways amounting to 5 per cent of their gross earnings.

Indiana has provided that the Public Service Commission shall regulate such motor vehicle carriers, requiring applicants to file a bond or a certificate of insurance and to obtain a certificate of public convenience and necessity. Carriers operating over a regular route

for a period of ninety days prior to the taking effect of this act may be granted a certificate if application is made within thirty days therefrom.

This law comprehends all motor vehicles transporting either persons or property for compensation, although it expressly exempts taxicabs, hotel buses and motor vehicles "the major use of which for hire is only casual" and reserves to the cities a certain degree of authority over such regulation. Passenger carriers must pay a registration fee of \$6 per seat capacity while those operating exclusively in cities pay one-tenth of this fee.

Kansas has vested the Public Utilities Commission with authority to regulate all motor carriers transporting passengers or property for hire between fixed termini, with the exception of those transporting farm or dairy products or those operating only within a city of less than 25,000 inhabitants. This law also makes obligatory the obtaining of a certificate of public convenience and the filing of a bond or insurance policy or evidence of financial standing. Those carriers operating in good faith prior to the recent legislative session shall receive a certificate as a matter of course unless it can be shown that such service is not necessary to public convenience. The fees which passenger carriers must pay in addition to the registration fees range from \$40 to \$230, according to passenger capacity. Property carriers pay similar fees based on tonnage capacity.

Massachusetts for Regulation

Just before adjourning, Massachusetts passed a common carrier regulatory law. Motor carriers were already subject to regulation by the local authorities, but this enactment specifically places them under the general supervision of the Department of Public Utilities. Applications for certificates of convenience and necessity must be approved by the Division of Highways of the Department of Public Works, which has been granted authority to regulate weight, speed and the general operation of the carriers. Licenses must be obtained, as heretofore, from the cities through which they operate. Those legally operating prior to Jan. 7, 1925, shall be *prima facie* entitled to such a certificate. This law does not attempt to regulate freight carriers.

A long drawn out fight between the bus and railroad interests in Minnesota resulted in an act placing the control over common carriers with the Railroad and Warehouse Commission. Public convenience and necessity must be shown before licenses can be granted. Adequate liability insurance must be provided by the carriers. This law exempts taxicabs, hotel buses and those transporting exclusively agricultural or dairy products or transporting freight exclusively within any city or between contiguous cities. Existing carriers are protected to the extent that if they make application thirty days after the taking effect of this act they may continue to so operate until the final determination of their application. An important feature of this law is that the commission shall give reasonable consideration to the transportation service being furnished by any railroad, in determining the question of public convenience and necessity.

North Carolina has enacted a law regulating carriers of persons or property for hire by the Corporation Commission, though exempting farm and dairy trucks as well as sightseeing buses. This law applies only to motor vehicles operating a service between different cities or towns. Applicants are required to obtain a certificate and to file a bond or insurance policy.

The important provision of this law is that such carriers are limited in width to 86 in. and in gross weight

to 15,000 lb. for passenger traffic and to 9 tons for freight traffic. The Commission has been given the power to reduce the size and weight allowed whenever in its judgment the public safety requires it. It is stated, however, that vehicles of a greater width may operate until March 6, 1926. The carriers are heavily taxed, for the law requires a payment of 6 per cent of the gross receipts to be paid quarterly in advance.

After a long fight in South Carolina, a law was finally enacted giving the Highway Commission authority to regulate carriers of persons or property for compensation within or outside of cities. This law also exempts farmers, dairymen, lumber-haulers and sight-seeing buses. Five classes of certificates have been designated. The Commission shall grant a certificate as a matter of right where it appears that the applicant was operating in good faith on or before the effective date of this act. The law contains the usual provision for insurance or surety bonds. The fees are based upon the classification and amount to 1/50 of a cent per passenger seat times miles traveled for passenger vehicles and range from 1/8 to 1/2 of a cent per ton mile times miles traveled for property carriers. No additional fees for licenses are to be imposed by the State or any sub-division.

In those States which replaced their regulatory laws by new enactments we find the following points of interest:

To take the place of its 1924 motor carrier law, which had received an unfavorable interpretation by the courts, Iowa at the eleventh legislative hour enacted a new law, the chief features of which are that the fees are increased 100 per cent, that carriers are limited in gross weight to 9 tons on pneumatic and 7 tons on solid tires, and that in general the Board of Railroad Commissioners has more extensive supervisory powers.

North Dakota, in its new law, has divided auto transportation companies into two classes according to whether they operate between fixed termini or not, but it has not materially changed the fees.

In Oregon motor carriers are divided into six classifications and must pay a considerably heavier tax. Three-fourths of a mill per passenger mile has been assessed against passenger carriers and one mill per ton mile against freight carriers, although a deduction is allowed in each case for payment of registration fees.

South Dakota has also increased its fee from 2 per cent to 3 per cent of gross earnings (4 per cent for carriers operating on solid tires) and has divided the carriers into four classifications.

In many other States, as above indicated, amendatory provisions have been approved.

California has adopted a resolution proposing an amendment to the State Constitution to be submitted to the voters for ratification at the next general election which would permit the levying of a tax of 4 1/4 per

cent of the gross receipts of all motor vehicles transporting passengers as common carriers and 5 per cent of the gross receipts of property carriers, for the upkeep of State and county highways. This was deemed necessary in view of the unconstitutionality of the former 4 per cent gross receipts tax.

Connecticut, Oklahoma, New Hampshire, Rhode Island and Vermont have authorized street railways to operate buses.

Ohio has exempted from the common carrier regulations motor vehicles transporting agricultural products not regularly engaged in transporting for hire and has provided that certificates may be transferable. It has also exempted operators exclusively within cities or within the territorial limits of contiguous cities.

Nevada has levied a 4 per cent tax on gross earnings of common carriers operating over first class highways, allowing a deduction for registration fees.

Utah now requires motor vehicle carriers to file a bond or certificate of insurance.

There have been comparatively few laws this year materially changing the present rate of registration fees. The general tendency has been toward a slight increase. It is to be noted, however, that in many States where an increased gasoline tax was proposed, a proportionate decrease in registration fees was contemplated. In general, the new laws show an increase of these fees in Indiana, Iowa, New Mexico, North Dakota and Oklahoma, and a decrease in Idaho, Minnesota, Nebraska and South Carolina.

Michigan has changed the fees for passengers and

trucks from a horsepower to a weight basis.

An interesting situation arose in Ohio out of the fight over the gasoline tax. A 2-cent tax proposal strongly opposed by the Governor was finally passed over his veto. Legal steps were immediately taken to enjoin the collection of this tax, but it is reported that the constitutionality of the new law has been upheld in a recent decision of the Ohio Supreme Court. This law also provided for a 50 per cent reduction of passenger vehicle fees, effective Jan. 1, 1926, although the periodic reduction of fees for such vehicles registered during the year has ceased to apply.

The result of this is that owners of such vehicles registering from now until the first of the year will pay a considerably larger fee than heretofore. The tax on commercial cars is now based upon the unladen weight of the truck, ranging from 70 cents to \$1.15 per 100 lb., instead of on horsepower.

Although registration fees show no great increase there was a marked increase in gasoline taxes.

Probably no other subject received so much attention, judging from the flood of bills introduced, as the tax on motor vehicle fuels and certainly no other bills were so consistently successful.

Only four States, Illinois, Massachusetts, New Jersey

The Motor Vehicle Conference Committee

THE Motor Vehicle Conference Committee, of which Mr. Huffman, author of the accompanying article, is secretary, is a deliberative committee representing the following five organizations:

American Automobile Association, National Automobile Chamber of Commerce, Motor & Accessory Manufacturers, National Automobile Dealers' Association and the Rubber Association of America.

The aims of the Committee may be stated as follows:

- 1. To develop sound and equitable legislative principles best adapted to the motor vehicle and the public at large.*
- 2. To foster an educational program in order that these principles may be placed before the public and State legislators.*
- 3. To coordinate all motor vehicle interests in the various States.*
- 4. To keep the member organizations informed of all legislative matters pertaining to the motor vehicle.*

and New York, of the twelve which did not levy a tax on gasoline in 1924, have failed to tap this source of revenue. The question is still pending in the Legislature of Illinois, but was decisively defeated in the other three States. The new States which have this year decided to help finance their highway systems by the levying of such a tax are: Iowa, Kansas, Michigan, Minnesota, Nebraska, Ohio and Wisconsin, where a 2-cent tax has been provided for, and Rhode Island where a 1-cent tax will be imposed. The following States have effected an increase in the present rate of tax in cents per gallon, as follows:

Idaho	from 2	to 3
Indiana	from 2	to 3
Maine	from 1	to 3
Nevada	from 2	to 4
New Mexico.....	from 1	to 3
North Carolina.....	from 3	to 4
Oklahoma	from 2½	to 3
South Carolina.....	from 3	to 5
South Dakota.....	from 2	to 3
Tennessee	from 2	to 3
Utah	from 2½	to 3½
Vermont	from 1	to 2
West Virginia.....	from 2	to 3
Wyoming	from 1	to 2½

Arkansas, Colorado and North Dakota defeated a 1-cent increase while Oregon and Texas killed proposals for an increase of 2 cents and 1½ cent respectively.

Seven States attempted to increase the tax to 5 cents per gallon, but this proposal was defeated in every case with the exception of South Carolina.

Washington was the only State in session not introducing bills relating to taxation of motor vehicle fuels.

Eight New Gasoline Taxes

In summary, eight new gasoline tax laws have been enacted while fourteen States have increased the tax by an average of about 1 1/3 cents per gallon. The reasons given for the great popularity of this law are that it is easily administered, the tax is collected with a comparatively small overhead expense, and the assessment is believed to be fairly distributed.

The statistics show that the revenue collected from this source in 1924, amounting to about \$80,000,000, was more than twice that received in 1923. An even larger increase may be expected in 1925. The new laws generally allow refunds to those using gasoline other than in vehicles operated upon the public highways and direct that the funds shall be devoted to the maintenance and new construction of streets and highways.

Governmental restrictions on size, weight and speed have not met with any considerable change. There has been a slight tendency to decrease the size and weight limitations, but there has been a notable attempt to permit a greater rate of speed. The most drastic weight reduction was enacted in North Carolina applicable to common carriers as already stated in the discussion of that subject. In Ohio there was an unsuccessful attempt to restore the 12-ton limitation, replacing the present 10-ton law.

Wyoming, which formerly had no size restrictions, has adopted the principles of the Motor Vehicle Conference Committee limiting the width to 96 in., height to 12½ ft., length to 30 ft. and length of combination to 85 ft. Missouri has also adopted the same regulations with the exception that a combination of vehicles is limited to 60 ft. Pennsylvania has increased the permitted width to 96 in. North Carolina limits buses to 86 in. in width.

The only important changes in weight restrictions not already mentioned in the discussion of common carrier regulations are found in Oregon which has reduced the gross weight from 22,000 lb. to 20,000 lb. and the weight on one axle from 17,600 lb. to 14,400 lb. In Indiana which, formerly limiting trucks to 15,000 lb. capacity, has adopted the principles of the Motor Vehicle Conference Committee providing for a limit of 28,000 lb. gross weight, 22,400 lb. on one axle and 800 lb. per inch width of tire, and in Missouri, where a slight decrease in weight limitation was enacted. The new Colorado law limits trucks to 14 tons gross weight instead of 8 tons' capacity as formerly provided. A bill for a considerable decrease is still pending in Illinois but with little likelihood of success.

Speed Limitations Increased

The following States have increased the speed limitation: Indiana, Iowa, North Carolina, Oregon, Rhode Island, Tennessee and Wyoming. New Jersey defeated a bill which would have increased the maximum speed in built-up sections of towns from 12 miles to 20 miles per hour. Massachusetts, New York, North Dakota and Washington also defeated attempts to increase the allowed speed.

The much mooted question of compelling all owners of automobiles to procure liability insurance has received a great deal of attention during this legislative season. Although this was a comparatively new field for legislation, the calendars were crowded with bills designed to provide parties injured in motor vehicle accidents with greater certainty of indemnity. Some bills would have revoked the licenses of drivers against whom a judgment for damages as a result of such accidents remained unpaid. Others would have created a prior lien against the motor vehicle. Some provided for a State Indemnity Fund or a Pedestrian Protection Fund. The most common form provided that the motor vehicle owner must file a bond or a certificate of insurance or deposit a stated amount of cash or securities. This insurance would indemnify for property damage in the amount of \$1,000 and for injury to persons from \$5,000 to \$10,000.

Many Close Contests

At least two-thirds of the States in session had before them the consideration of such measures. The fight was closely contested in many States, but as the legislatures adjourned it was apparent that the proponents of compulsory insurance were decisively defeated. Those in favor of such legislation were of the opinion that the motor vehicle owner should be compelled to compensate for any damage occasioned by him. The Motor Vehicle Conference Committee and many other national organizations were opposed to these measures on the grounds that there were no facts or statistics in existence which showed the amount of uncompensated losses due to motor vehicle accidents, nor were there any facts at the present time which indicate that such insurance would actually reduce the number of these accidents. For these and other reasons such legislation was believed to be ill-advised at the present time and many legislative committees were appointed to make a study of this question and report at the next session of their legislature.

Massachusetts, which gave this question more consideration than any other State, asked the Supreme Court for a judicial opinion as to the constitutionality of the proposed measures. New Hampshire did likewise. In both States the constitutionality of the proposed laws was upheld.

Just before adjournment, Massachusetts, which had under consideration more than a score of such bills, succeeded in passing the only compulsory liability insurance law of the 1925 session of the State Legislatures, up to the time of the present writing. This law, however, will not take effect until Jan. 1, 1927, and in the meantime, it is reported, a strong fight will be made to petition for a referendum with a view toward preventing the enforcement of this law.

Aimed Against Car Thieves

Laws providing for abstracts or certificates of title as a prerequisite to the registration of motor vehicles and designed to destroy the stolen car market, such as are already in force in twelve States, have just been enacted in Arizona, Colorado, Montana, Oklahoma, Oregon, South Dakota, Utah and West Virginia. Seven other States, namely, Arkansas, Kansas, Minnesota, Nebraska, North Dakota, Texas and Washington, were unsuccessful in an attempt to put such a law upon their statute books. Most of these enactments are patterned after the Michigan law which has worked out successfully and is considered one of the best laws so far devised dealing with this important subject.

This law provides that every owner of a motor vehicle must possess a certificate of title proving his ownership. This title is duly recorded and when the motor vehicle is sold, the certificate must be assigned, the assignment recorded and a new certificate issued before registration plates can be procured by the new owner. It is believed that if such a law is adopted uniformly throughout the States a great reduction in automobile thefts will be effected.

Due to the increasing number of accidents at grade crossings, a number of laws have been introduced requiring all motor vehicles to come to a full stop before crossing railroad tracks. Very few such laws were passed, as it was not generally believed that they would materially reduce accidents. Delaware and Oklahoma are the only States so far reporting such enactments.

Many of these bills were modified to provide for a full

stop only at certain designated dangerous crossings and in this form they have become laws in Arkansas, Michigan and Minnesota. In Colorado, Idaho, North Dakota and Wyoming buses are now required to make this stop. Several attempts were noted to compel vehicles to come to a stop before entering a main highway, but to date none of these bills has passed. Florida has proposed that a permanent warning bump be built into the highway not more than 100 ft. from the railroad track.

It is quite apparent, however, that the only adequate and permanent solution to the problem of eliminating grade crossing fatalities is such a provision as has been recently proposed in New York. In that State a concurrent resolution was adopted proposing an amendment to the State Constitution which would authorize the legislature to create a debt not exceeding \$300,000,000 to provide funds for the elimination of all railroad grade crossings within the State. Other States, notably Idaho, Nebraska, North Carolina, Ohio and West Virginia, have also shown a general tendency to meet the problem in this way.

A great variety of other subjects were up for consideration. Among the large number of laws regulating lights we find a tendency in some States to completely eliminate the use of spot lights. None of such bills has so far become a law, although there were some enactments regulating the use of these lights so as not to blind the oncoming driver.

First Aid Kit Law Loses

There have also been laws dealing with equipment, such as signals, mirrors and safety appliances. Some States attempted to make all motorists carry first-aid kits while others proposed that governors be placed on all motors so as to make an excessive rate of speed impossible. Such bills were defeated.

Many new laws were enacted providing for very heavy penalties for intoxicated drivers. There were other laws providing for examinations for operators' licenses and limiting the age at which one may operate a motor vehicle, with a view toward greater safety on the highways.

Transport Interests Urge Regulation of All Common Carriers

Agreement Is Reached That There Is a Distinctive Place for the Motor Truck, the Electric Line and the Steam Railroad

The different agencies of public transportation—automotive, electric and steam in particular—were brought more closely into harmony as a result of discussions at the Mid-West Motor Transport Conference held at the LaSalle Hotel, Chicago, May 27-28.

Complete accord was reached on several important points. It was agreed that there is a distinctive place in the national transportation system for the truck and the bus; the truck in conjunction with steam line and freight service for short hauls and light loads, and the bus in coordination with electric lines. It was further agreed that coordination of all transportation facilities wherever possible is desirable and in the direction

of general economy of the public interests.

Resolutions were adopted on the following points:

All common carriers should be regulated in the public interest.

Congress should enact such legislation as would make possible public regulation of the common carrier motor vehicle engaged in interstate commerce.

Regulation of the intrastate business of the common carrier motor vehicle should be vested in a State authority.

War excise taxes on motor vehicles, their parts, bodies and accessories should be taken off as soon as possible.

Although the different interests were in harmony as to the need for reason-

able regulation of motor highway transport, a breach developed as to how far such regulations should be carried. Representatives of the automotive industries held that if the Interstate Commerce Commission is the regulatory body, its authority should be limited to the granting of certificates of necessity and convenience. Railroad spokesmen, on the other hand, held that the jurisdiction of the Interstate Commerce Commission should go much farther. Mere issuance of certificates would in effect amount to no regulation at all, said the railroad men.

The outlook is that the question of regulation will be fought out in Congress next winter.

Warehouse Construction

The "Ideal" Modern Plant for Storage of Merchandise

BY CHARLES H. MOORES

President Moores & Dunford, Inc., Architects

THE LARGE CITY TERMINAL

THIS is the second and concluding part of Mr. Moores' article discussing the "ideal" merchandise warehouse of today with relation to location, design, construction, facilities, rail sidings, service and kindred fundamentals.

In the June issue of *Distribution & Warehousing* the architect considered "the smaller type terminal

for the smaller city but designed to meet the requirements of a number of small towns and cities within a radius of 15 miles and with an estimated population of between 300,000 and 400,000," taking as an example the new building of the Lehigh & New England Terminal Warehouse Co., Bethlehem, Pa.

In this concluding installment Mr. Moores discusses "the larger terminal facilities necessary in so many of the big cities and more thickly populated districts" and he cites the project under way for the Detroit Railway & Harbor Terminal Co., identified with the National Terminals Corp.

(Concluded from the June issue)

HAVING given a description of what we might term a terminal warehouse of the combination type for points of distribution serving the smaller cities and towns, I will now give you a brief description of the larger terminal facilities necessary in so many of the big cities and more thickly populated districts.

A terminal such as I am about to describe is one that fits into the national scheme of distribution and one which lends itself admirably to the reduction in cost of living, and brings to the people within a given radius a constant supply of fresh merchandise, relieving the retail stores within its territory of the necessity of carrying heavy stocks. Without such an institution it would mean that each retail store or wholesale dealer in the city would have to carry sufficient supplies on hand at all times to last from a period of two to three weeks.

This in all commodities is not possible with the limited facilities usually found. The wholesaler or retailer when ordering additional stocks usually has to have them sent less carload at a heavy sacrifice in freight rates. In addition to this it will take all the way from a week to three weeks, and sometimes longer, to get the consignment. Therefore it is obviously necessary for him to carry large stocks which, due to the expense of arrangement, means that they must charge the consuming public a higher rate for the commodity.

With a terminal such as I am about to describe orders can be filled within two to twenty-four hours, depending on the distance from the terminal. The retailer, if he chooses, can purchase direct. The producer and manufacturer with a sales representative, who may have office space right in the terminal, can serve their customers to very much better advantage than with the old method.

The warehouse which I am about to describe is being erected in Detroit, Mich., and is located on the Detroit River, with ample dock facilities to accommodate three steamships at one time. It has also most excellent rail facilities, making a combination deep water and rail terminal warehouse. For the benefit of warehousemen who might be contemplating some such an arrangement, I will tell something about the development of this project.

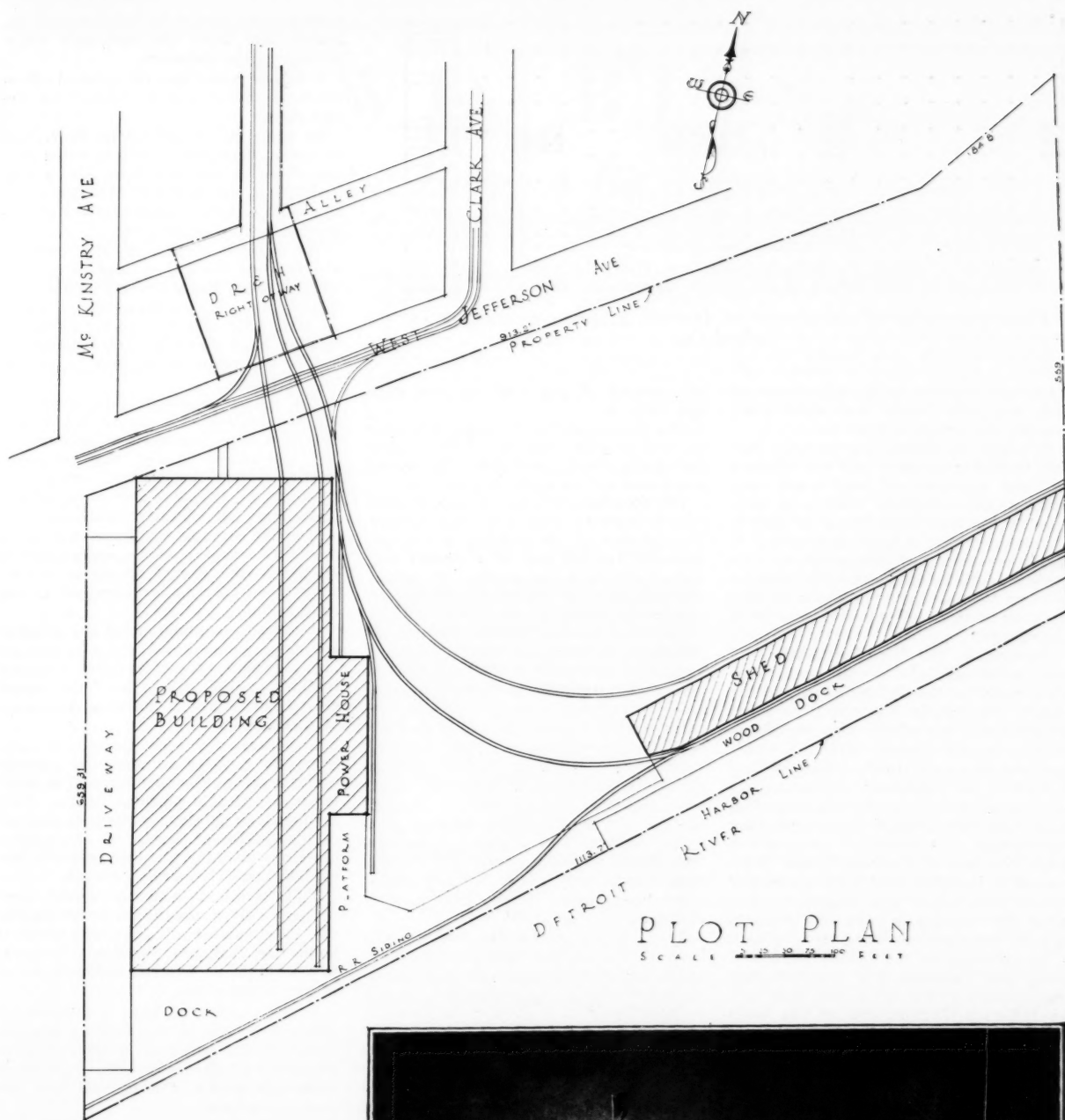
W. A. AUBIN jointly with T. T. Long & Co., both of Detroit, Mich., worked for some time on investigations as to the possibility of organizing a company for the purpose of erecting and operating this plant. The local investigation at the start was a little discouraging, although it showed plainly that Detroit was inadequately warehoused as far as merchandise ware-

houses were concerned. Gradually the investigation broadened in scope, and contact was finally made with some of the national distributors, which immediately changed the picture and commenced to show the real need of the terminal.

Moores & Dunford, Inc., warehouse engineers of New York City, were retained on a further and more complete

investigation. After several months' work the project, which had started as a very much smaller warehouse, developed into practically a 900,000 square foot terminal. This development was based entirely upon the findings of the investigation and to meet approximately one-half of the ultimate requirements.

Upon arriving at this decision the financing was considered. It was de-



Plot plan of Detroit Railway & Harbor Terminal Co.'s new \$5,000,000 project.

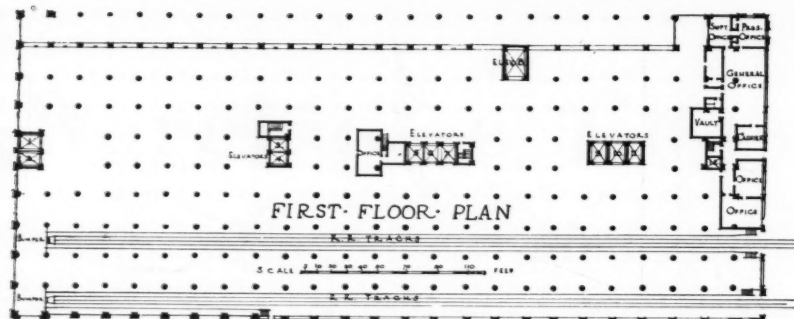
cided to underwrite among a local syndicate a certain percentage of the total cost of the land and building, which ultimately was approximately \$8,500,000, in preferred and common stock. The balance of the financing in first mortgage and debenture bonds was then placed in the hands of Moores & Dunford, Inc., to present to bankers.

This very complete outline was presented to Mackie-Hentz & Co., Philadelphia, to prepare the financial plan. This was done after a careful investiga-



tion by Mackie-Hentz & Co. and presented to a syndicate of a number of nationally known bankers including

Howe, Snow & Bertels, Inc., Spencer Trask & Co., the Detroit Trust Co., and Keen, Higbee & Co., who formed a syn-



First floor plan of warehouse of Detroit Railway & Harbor Terminal Co.

dictate and underwrote the entire issue of first mortgage bonds and debentures, forming the complete financing.

It might be interesting to note that this syndicate brought out the offering on these securities on May 4 and they were oversubscribed by May 5, as indicated in the *New York Times* of May 6.

I thought that a brief description of the promotion and financing of this project might be of considerable interest to some warehousemen who are at this time contemplating improvements of a like nature.

As soon as the financing details had been arranged (which was quite some time prior to the bringing out of the issue), the terminal company retained Albert Kahn, one of the most noted architects in the Central West, as architect, and Moores & Dunford, Inc., of New York City as consulting engineers. As soon as all points on the drawings had been definitely decided upon and they were ready to contemplate construction work, the firm of Parsons, Klapp, Brinkerhoff & Douglas, New York, nationally known contractors and engineers, was given the contract to erect the building. A brief description of the plant follows:

By referring to the general layout of yards and buildings you will find that the property fronts for nearly 1100 feet on Jefferson Avenue, one of the main thoroughfares of Detroit. It has harbor line frontage or dock of 1113 feet. On the west side of the property is located the main building approximately 200 by 500 feet, eight stories high, with a driveway on the west side, and with two car-tracks or sidetracks 500 feet long extending into the building. In addition there are a number of sidetracks as shown in the yard and along the docks. This main building should be completed about March 1, 1926.

On the dock frontage and to the east of the main building you will note the diagram of a shed. This is a steel one-story structure approximately 60 feet wide by about 500 feet long, with sidetracks on both sides and dock facilities intended for the loading or unloading of general merchandise cargo coming in by boat or train that will be immediately reshipped by freight or boat. The shed is scheduled for completion some time this July.

The balance of this acreage will be

well graded off and used for yard storage purposes.

The main terminal building will have an approximate area of 100,000 square feet to a floor, excluding the power plant, and will be eight stories high.

The structure will be entirely of reinforced concrete with flat slab system. The exterior of the building will be artistically treated and of a design that lends itself to the suggestion of rigidity and strength, as shown in the accompanying illustration.

Sprinkler systems will be provided for the entire building, and the fire-fighting apparatus will be such that will tend to give this terminal the lowest possible rate of insurance.

By referring to the first floor plan the most excellent facilities for handling volumes of general merchandise are immediately apparent.

On the west side, or the side opposite the railroad tracks, is the delivery platform showing twenty-two openings, twenty-one of which permit the docking in of forty-two trucks at one time under cover to receive or deliver general merchandise.

The location of the elevators midway between the loading dock and the side-track or railroad docks greatly facilitates the moving of merchandise. It will be noted also that there is a space or platform approximately 24 feet wide between the railroad tracks, which means that general merchandise may readily be removed from the cars or loaded into the cars without accurate spotting, and that

passage may always be had between unloaded cars from the east side track through to the elevators.

It will be noted that the general offices of the terminal will be located on the first floor.

By referring to the second floor plan, or typical floor plan, it will be noted that the offices on the first floor are carried throughout the building; the space will be rented to local representatives of distributors, sales agents, etc.

The middle section of the building will be used for dry storage or general merchandise. The south end will be used entirely for cold storage, with a space on each floor divided into six compartments. Four elevators are available to handle the commodities into or out of cold storage.

The compartments in this warehouse are so equipped with piping and insulation that any temperature between 40 deg. and minus 10 deg. may be maintained, giving the highest amount of flexibility to the unit and many advantages from an operative standpoint.

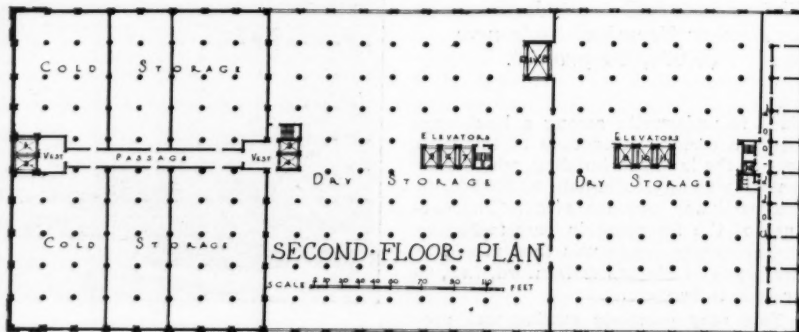
The cold storage equipment will be of the highest type possible, approximately of the same general character as described for the smaller terminal, in the June issue.

A careful examination of the exterior and floor plans shown will give one an idea of the excellent facilities provided in this terminal, which is of the larger class so necessary in the national scheme of distribution.

In houses of this character it is quite necessary to have as nearly as possible uniform accounting systems, and as nearly as practicable uniform prices. This is difficult to obtain, generally on account of the different kinds of competitive buildings in different towns and the cost of same and the service offered.

This terminal company would seem to have solved the problem by placing the management of the new terminal under the National Terminals Corporation, with plants of a like nature in many of the larger cities.

In this article I have attempted to give you an idea of the building requirements of the terminal or general merchandise warehouse. Large or small units can follow in a general way the plan as outlined.



Second floor plan of warehouse of Detroit Railway & Harbor Terminal Co.

TWO BITS

Vol. VI. No. 1

A Bit Here, A Bit There

Gotham, July, 1925

Our Golf Department

YE Ed. is threatened with another golfing utensil to go with the 1 mid-iron which Syd Green, the Petersburg, Va., storager, gifted us with about several mos. ago. The prospective donor is G. C. Dintelmann, the St. Louis storager, but we got to actually see the promised club ere we can believe he is serious-minded about it. Such assurances have innumerable been made in the past but Syd is the only storager who has kept his vow. Our industry seems to be replete with bluffing golfers or golfing bluffers, whichever they are.

Anyhow, G. C. Dintelmann has promised us a golfing utensil & if we don't receive it in due time we will feel compelled to publish a violent exposé.

It seems that G. C. read in last Mo.'s (June's) *Two Bits* about what K. K. Meisenbach, the Dallas storager, wrote Ye Ed. about G. C. being able to play a fairway perfectly, & about Dan Bray, the Kansas City storager, being able to average 225 yds. on the drive, & about Ellis Leritz, the Kansas City storager, never missing a putt. K. K. affronted G. C. & Dan & Ellis by declaring that the 3 together would make 1 good golfer.

K. K.'s insult, could you denominate it as that, roused G. C. Dintelmann's ire & *Two Bits* learns that on June 2 G. C. wrote to Dan as follows:

"It is unfortunate that the necessity of earning a living makes it necessary for us 3-in-1 golfers to be separated, & I hereby convey my regrets to you & Mr. Leritz.

"I have several clubs that I am discarding because I cannot get over 350 yds. out of them, & intend to send 1 to Mr. Meisenbach & the other to the editor of *Two Bits*.

"I know, of course, that we are glad to read the kind remarks they have made about us, but since we are so much younger than they are I suppose we would not dare to give them any snappy comebacks."

Regardless of your youth & our personal old age, G. C., what we will now expect is that promised golfing utensil. Any club you can get 350 yds. out of is just what we are looking for. Ye Ed.'s mean average drive to date is 10 yds., not including completely-missed swings, nor do we include the time the head of our borrowed driver tore through a trousers-cuff on a/c we swung before we got our feet in the right spots.

Meanwhile, Bill Ford, the Dallas storager, writes us that he hopes that Syd's donated 1 mid-iron is still working so

Bill can play Ye Ed. at golfing at Mackinac in July, but how can Syd's 1 mid-iron be expected to be working when nobody gifts us with any golfing utensils to go along with it? It does seem there ought to be some 2nd-hand or even 3d-hand clubs which somebody in the storagers' industry should be willing to pay freight on to send a dubbish golfer suffering with inferiority complex on a/c of nobody being interested whether we ever do learn the game.

One Thorn—Three Roses



An opportunity to publish an elegant photo like this was too tempting to resist. The 3 examples of supreme loveliness are Grace Ann, Georgiana & Helen, teasing progeny of Andy Murray, business mgr. of "Two Bits." Centered amongst them is Ye Ed., the dubbliest of all storager-golfers.

Our Music Department

If you are a h.h.g. storager & don't attend the N. F. W. A. convention at Mackinac Isl., Mich., this July, you will miss hearing Jay Gould, the San Diego storager, sing the Japanese national anthem, "California, Here We Come," also Andy Murray, *Two Bits*'s business mgr., sing the Scotch national anthem, "Let the Rest of the World Buy."

A Convention Hazard

ALL storager-bachelors ambitions to remain unsnared are hereby warned not to attend any more conventions. The trouble is that storagers' conventions are allowed to be attended by too many persons of the feminine sex. The N. F. W. A. has the right idea in having its summer meetings exclusively masculine. Well, if the old C. W. C. had done that, Paul Frenzel, the St. Paul storager, would not have got into the pickle he has got into now.

Paul, the St. Paul storager, whose rep. as a woman-hater was untarnished up to a yr. ago, went to the C. W. C. convention at Davenport, Ia., in July, 1924. Well, what happened? Paul is now married, that is what has happened.

It was at the Davenport convention that Paul, the St. Paul storager, met the graceful lady who has snatched him from hitherto undisturbed bachelorhood. Ever since then, reports have reached *Two Bits* such as that "Paul has gone to Davenport again," & it happened so often that Ye Ed. knew what was going to happen finally, which it did at Davenport on June 6 & Paul, the St. Paul storager, is no longer free & equal as he would have been had he not attended the Davenport convention a yr. ago.

Our congrat's, Paul, if congrat's are in order, which is for you to decide.

Meanwhile *Two Bits*'s advice to storager-bachelors is to stay away from storagers' conventions or you will like as not get into the same trouble Paul, the St. Paul storager, is into.

News Items

With this issue of *Two Bits* we commence Vol. VI. Why it is published at all, no body knows, least of all Ye Ed.

Bound Vol.'s I to V incl. may be obtained at \$27.98 each, plus freight.

June is a festive wedding mo. for A. B. Efroymson, the Cleveland storager, on a/c he was, our reports are, married.

Love Crutcher, the ex-storager of Kansas City, Cleveland, Gotham or what other city have you? has quit the oil bus. in Gotham & is now a Wall Street broker. Love has promised to plunge \$10 of Ye Ed.'s money in The Street & we may or may not be a millionaire before we know it, but if the outcome is favorable we are going to buy a golfing outfit providing Love does not hold out on us as you never can tell about those Wall Street sharps.

Some Hot Weather Suggestions for Taking Care of the Motor Truck

Proper Maintenance Reduces Operating Costs and Assures Dependable Service

By PHILIP L. SNIFFIN

THESE are the days when troubles pile up for the warehouse owner who uses motor trucks in his business. The summer months are always expensive ones in maintaining motor equipment. The breakdowns and higher repair charges that are noticed in hot weather by practically all operators are due to the greater strain inflicted on the vehicle at this period.

It is a good time to check up on some of the features

of truck maintenance that help to relieve this condition. Previous articles in this series have given pertinent suggestions on hot weather truck operation.

It is appropriate at this time of the year to consider other points of maintenance that help to reduce operating costs and make the service more dependable. The following suggestions are given with that in mind:

When Truck Backfires

BACKFIRING is a common symptom of trouble and often a cause of considerable danger. There are three principal causes of backfiring into the carburetor: (a) a bad mixture, (b) improper seating of the valves, and (c) a defective ignition system.

Eighty per cent of the causes of this trouble are due to a weak mixture caused by improper carburetor adjustment; that is, too much air or too little gasoline. Another cause of weak mixture which leads to backfiring into the carburetor is a poor or uneven flow from the tank to the float chamber of the carburetor, due to an airlock in the piping, a closed vent in the gasoline tank, or a gasket in the gasoline pipe line which has been squeezed into the pipe when the union nut was tightened. A weak mixture is very commonly caused also by a leaky gasket in the intake manifold connections. Air is sucked through this leak and rarifies the mixture to such an extent that the backfiring into the carburetor is a natural consequence.

The second cause of backfiring into the carburetor is a defective intake valve seating. The valve itself might not be defective, as a flake of carbon on the valve seat will hold it open and allow flame to penetrate into the intake and fire the gases in the manifold and carburetor.

A warped or pitted valve will give the same results. If the valves are warped or pitted they should be renewed, as either of these conditions bespeak poor material and grinding is no cure. The valve adjustment itself may have been made without allowing for the expansion

Your Business and the Motor Truck

THIS is the thirty-third of a series written by Mr. Sniffin and the text emphasizes points to be watched in avoiding breakdowns and high repair charges in truck operation during the summer months.

Formerly with the International Motor Co., Mr. Sniffin, a motor truck advisory engineer, is a recognized authority in this field. He has been making a special study of this subject in relation to the public storage industry in order to write these articles.

of the valve stem when the engine is warm. The valve is thus held off its seat by the adjustment nut. A visiting card forms a very reliable gage to test the distance between the valve stem and tapped when the engine is cold. The adjustment should not be made so tight that the card cannot be slipped between the tappet and stem when the cam is not lifting the valve.

The third cause is rare. Weak batteries will give the trouble occasionally and there will sometimes be a ground in the high-tension circuit which will give a spark at the wrong time, perhaps exploding the charge just as it is entering. Look for this last.

Spare the Choker Valve

NOWADAYS, since the grade of gasoline obtainable is of such low gravity and is so much less volatile than that available in previous years, motor truck operators are confronted with a unique problem that must not be neglected.

It might be explained that the heavier or less volatile the fuel is, the greater is the difficulty of mixing this fuel to correct proportions with air suitable for combustions and the greater is the possibility of liquid fuel being drawn into the cylinders.

This results in some difficulty in starting the engine and encourages a generous use of the carburetor choker valve, as in this way a considerable quantity of liquid fuel is drawn into the cylinders, making starting easier.

However, this fuel in a liquid state tends to dilute the lubricating oil and, with the action of the piston and piston rings within the cylinders, causes the liquid fuel partially to cut away the lubricating oil film from these parts and to dilute the oil in the crank case.

Watch Truck Wheels

ONE of the best investments in care that a motor truck operator can make is protection against accidents. A most important precaution in this connection is to see that the wheels of the truck are always in proper condition.

A cracking sound coming from the hub indicates that something is wrong in the wheel bearings. Unless this is promptly attended to, a burnt-out wheel bearing may result and there is danger

of what drivers call a "hot box," which is likely to cause the wheel to roll off. Imagine what would happen if this should occur on a down grade with a heavily loaded truck.

When this cracking sound from the hub becomes audible the driver should put his hand on the hub and if he finds it hot he should carefully examine the bearings. Probably he will find a couple of rollers cracked or broken. If this is so he should drive slowly and carefully to the nearest place where they can be replaced.

Bearing Adjustments

NOTHING is more fatal to the life of a motor truck engine than for an inexperienced operator to attempt to make adjustments of bearings. This is not a difficult task for those who know how to do it, but it is decidedly beyond reach of the novice's ability.

Most of us know that the life of a motor depends to a very large extent upon its bearing. Many times, one ruined bearing has caused the disabling of the entire motor.

Above all, a motor truck should never be driven for any length of time with a loose bearing until it finally burns or hammers out, sometimes causing a connecting rod to crash through the side of the crankcase or some serious result.

The symptoms of a loose bearing is a distinct engine knock. Sometimes the bearings will need only tightening; that is, the tightening of the bolts that hold the bearing caps in place. Other times it may be necessary to remove one or more of the liners or shims placed between the cap and the upper half of the bearing so that, when the cap is pulled up snugly, the journal will show the correct contact on the bearing surface.

But unless the driver is experienced at this kind of work it is much better to turn it over to an expert.

Oil Dilution

THE amount of a motor truck's oil consumption will often indicate the mechanical condition of the motor. Not all operators look at this problem of oil dilution correctly. A bulletin issued by the Vacuum Oil Co. explains this clearly as follows:

"A motor in good mechanical condition may promote dilution at idling speeds and in city driving and therefore not show much difference in crankcase oil level, but in cross-country, higher speed and continuous driving service it will burn up a very perceptible amount of oil.

"If, however, in both low and high speed service the oil level gage does not indicate an apparent consumption, the rate of raw fuel dilution is reaching a dangerous stage and the only remedy is to have the pistons and piston rings refitted. If the cylinders are out of round, tapered or scored, have them reground. New rings or pistons alone are not sufficient unless the cylinders are true.

"When excessive wear has once set in, the use of a heavier oil will not alleviate the condition. In fact, this practice may

cause serious difficulty from another source."

This bulletin further gives this bit of pointed advice:

"Do not flush the crankcase with kerosene. It is impossible to drain all the pockets without dropping the oil pan—and the kerosene which is trapped remains to dilute the fresh oil. Drain crankcase while the engine is warm and the oil is agitated; this will carry off the sediment."

To Remedy Valve Tap

IF you notice an engine tap in your motor truck which occurs regularly, it is very likely due to a valve tappet which is too loose and which must be adjusted. Experienced operators will agree that this is a most common difficulty, yet one which is quite simple to remedy.

First, the engine should be cranked over by hand until the valve in question has closed, and then the engine should be turned another half revolution just to make sure that the valve is closed. The upper end of the valve tappet consists of a screw which is locked fast to the lower end of the valve tappet by a lock nut. The valve tappet or push rod, by the way, is the member between the valve stem and the camshaft, which slides up and down in a guide in the crankcase. The locknut should be loosened and the screw turned up until the clearance between the top and the valve stem is the thickness of a thin cord. Then the locknut should be turned to lock the screw firmly in place. After this is done the adjustment should be tested, and if it has changed it should be done over again. It is better to make adjustments of this sort when the engine is warm.

Getting Good Compression

TRUCK operators often find that their vehicles give smooth, powerful running for a few months or a year after they are new and then take a sudden turn and become less powerful in daily performance. The most common cause of this is poor compression and it may be said that compression is reduced by any of the following seven things:

1. The use of poor oil, or the constant practice of keeping too much oil in the truck motor.
2. Broken, dirty, or unsuited spark plugs.
3. Ignition wires worn or otherwise faulty.
4. Incorrect adjustment of carburetor.
5. Neglecting to change oil when required.
6. Keeping spark too low when running.
7. Improper engine cooling—fan belt not functioning or not enough water kept in radiator.

By a consideration of these causes it can be seen that the direct result of each is to create carbon in valves and piston rings. Compression cannot be obtained with leaky valves, or clogged or otherwise ineffective piston rings.

In looking for the remedy it is essen-

tial to determine which of the foregoing items is responsible for the weak compression. Often the remedy will then suggest itself. If the compression cups on top of the cylinders are opened, one at a time, it is possible to find out whether the cylinders are firing regularly. When no fire comes from an open cylinder, the spark plug should be taken out and examined. Very likely it will be broken or too dirty to give a spark and should be replaced.

Other Helpful Points

THE following are additional brief points concerning details of truck attention that are well worth considering:

Inserting Spark Plugs—Many operators, when inserting a spark plug, use their entire strength in tightening. A spark plug should never be drawn up too tightly. This is especially dangerous to the plug when the motor is cold. When the motor becomes heated, and the metal accordingly expands, a crushing effect is exerted on the spark plug and a cracked porcelain is liable to result.

Finding Radiator Leak—Sometimes a leak in a radiator defies all the ordinary means of detection. Perhaps the easiest and the surest way is to remove the radiator. Cover the filler cap and the inlet and place a plug in the overflow pipe. The outlet is then plugged, but enough space is left so that the hose of an air pipe may be inserted. The entire radiator is then immersed in water and air is pumped into it. The leak will be seen by the steady stream of bubbles which will rise to the surface of the water.

Care of Rims—Go over the rims occasionally and free them from rust so that tire changing may be easily done. Heavy rust should be filed off and finished with sandpaper wrapped around a block of wood. Then use aluminum paint or special rim paint.

Rim Trouble—When a rim with a tire is mounted on the wheel it often happens that the rim cannot be moved into place, remaining partly on and partly off. A slight springing of the rim is all that is needed and this may be done by placing the head of a jack against the hub of the wheel and the base of the jack on the protruding portion of the rim. When thus sprung a little a hammer blow will slide the rim over the edge of the wheel. In most cases of this kind the mere operation of the jack will force the rim over the wheel.

Hard Steering—A stiff movement of the steering gear may be due to lack of lubrication. The bearings in the steering knuckles at the front axle or at the joints at each end of the tie-bar may be dry. Grease may also be missing at the worm gear located at the end of the steering column and the gears with which it meshes.

Short Circuits—Short circuits are very likely to be caused by carbon, fuel or water collecting on the points of the spark plugs or on the outer surface of the insulation or by cracks in the porcelain insulation of the plugs. To test

(Concluded on page 31)

A History of the Warehouse

VIII—Early America



Cincinnati's Ohio River landing in 1840.

6. Cincinnati

By
H. H. MANCHESTER

FOR several decades Cincinnati was the largest, fastest growing, and most promising city of the Middle West. That period was the one of the development of steamboat transportation on the Ohio and the Mississippi, which, in fact, was the direct cause of the prosperity of the city.

In 1800 Cincinnati had a population of only about 750 and, although it was incorporated in 1802, the population had reached only 2320 by the date of the census of 1810.

In 1813, however, the first steamboat went down the river from Pittsburgh, and by 1817 there were regular lines of steamboats in operation between Pittsburgh and Cincinnati and New Orleans.

This had a tremendous influence on the commerce of the city. Before the steamboat, goods were sent down the river on flatboats or rafts which were themselves broken up and sold in New Orleans. The trip back up the river was exceedingly tedious, and had to be made

either by keel boats which were rowed and towed, or else by horseback along the trails from town to town. The return trip required two or three months and often ate up all the profits of the shipment down the stream.

But the introduction of the steamboat changed all this, and the trade of Cincinnati quickly showed the result. Whereas in 1816 her imports had been about \$619,000, they jumped in 1817 with the aid of the steamboats to \$1,442,000, and in 1818 to \$1,619,000.

These imports were only to a small extent consumed in the immediate city, but from Cincinnati as a center were sent out to the whole surrounding district. This made Cincinnati the great forwarding point, and tended to develop warehouses in the city.

There were also large productions of the contributory districts which were gathered in at Cincinnati, and then exported from there. Most of these also passed through the warehouses which were developing in the city.

THERE is extant a list of the exports from Cincinnati for the six months from October, 1818, to March, 1819, which, it will be noted, included the winter season, when navigation on the upper Ohio was partially closed by the ice. The total of these exports amounted

to more than \$1,300,000. Of these, the most important were 130,000 barrels of flour worth \$650,000, 110,000 barrels of pork worth \$150,000 and 600,000 pounds of tobacco worth \$66,000.

The wholesale trade to adjacent districts in Ohio, Indiana and Kentucky ran

up into the hundred thousands and also created a demand for warehouses.

Dr. Drake in 1826 had the following to say of Cincinnati as a forwarding center:

"It is the point of importation and distribution for most of the goods which



SHEPHERD & PATTERSON,
STEAM BOAT AGENTS,
Forwarding and Commission Merchants,
AND AGENTS FOR
NEW YORK AND OHIO CANAL LINES
No. 2, Broadway, Cincinnati, Ohio.

JULIUS HULL,
Forwarding and Commission Merchant,
Office, north side Canal, between Main and Sycamore Streets,
Is the proprietor of a line of boats from Cincinnati to Terrehaute, Ia.
Runs eight boats to Wabash canal.
Also, as Agent for New York and Ohio Line, ships goods and produce daily, to New York, Boston, Canada, by way of Toledo, Buffalo, and Oswego.
Runs ten boats in this line; employs seven persons and four horses to each boat; three clerks, and one warehouseman.
Has shipped during the past season, four thousand eight hundred tons goods, to Indiana by canal, and to Toledo, on Lake Erie.

SAMUEL BAILEY, JR., Sup't. J. C. HEALY, Sec'y.
CINCINNATI TRANSFER CO.,
OFFICE, No. 66 WEST THIRD STREET,
CINCINNATI, O.
Drayage to and from all parts of the City done with care and promptness, and at low rates.
Particular attention paid to Freight consigned to our care for re-shipment.

CONVEYANCING AND GENERAL AGENCY
OFFICE.
AND COMMISSION WAREHOUSE CONNECTION.
The house is a commodious and safe brick building, on Second street, South side, between Pyramus and Broadway, in the City of
CINCINNATI, OHIO,
where the sale and purchase of Real Estate; Merchandise, Produce, and goods of every description; redeeming Land and paying taxes; collecting money on Notes, Drafts and accounts; Banking, Forts, Letts, Houses, Farms and Offices; Lending money; Writing articles of Agreement, Bonds, Wills, Powers of Attorney, Deeds, &c.; and agencies in general are done to order, for a moderate Compensation, by
ANDREW C. HEALY,
Land and General agent.
GOODS RECEIVED OR STORAGE AT LOW RATES.

Upper left, advertisement of a forwarding and storage house of 1836. Upper right, of 1851. Lower left, an 1866 advertisement of the Cincinnati Transfer Co., which is still doing business in the Queen City. Lower right, a Cincinnati storage "ad" of 1851.

supply Ohio west of the Muskingum, nearly the whole of Indiana and large portions of Kentucky, Missouri, etc. . . . Cincinnati promises to become the depot of supply to nearly all the West. To facilitate importation from Europe, an effort is now being made in Congress to render Cincinnati a port of entry."

The wholesale trade was increased also by the development of the Miami Canal from Cincinnati to Toledo, sections of which began operation in 1828, although it was not completed until later.

In 1829 we begin to find advertisements of warehouse and forwarding firms in the city. Peter A. Sprigman & Co., for example, advertised that they did a warehouse, commission and storage business, in which they received, stored and forwarded merchandise. They were agents for a line of boats on the Miami Canal, and had a storage house on the canal, which they emphasized because it saved one drayage.

Cincinnati had increased to 9600 in population in 1820, and by 1830 it leaped to 24,830. At that time it was the largest city on the Ohio, and was still greater than St. Louis, while Chicago had not as yet even been incorporated.

Lyford, in his account of the West in 1837, said of Cincinnati:

"Warehouses, stores, manufactories and pork houses are to be found on the main street. . . . The warehouse of Messrs. Miller & Lee is 150 feet deep and 175 feet wide. That of Pugh & Jones is probably as capacious."

Both of these concerns, however, were

commission houses for pork and probably confined their warehouses to those products.

Of the source of the imports Lyford wrote:

"Of the imports into Cincinnati most of the dry goods and lighter articles are brought from New York, Philadelphia and Baltimore over the roads to Pittsburgh and Wheeling, and thence down the river. The groceries, queensware and other heavy articles are brought up the river from New Orleans."

At that time one prominent forwarder was M. L. Shepherd, who not only had a warehouse but acted as a steamboat agent. Another prominent commission and forwarding concern was that of Bowen & Hibberd, who were advertising in 1841.

At the Half-Century Mark

In 1840 Cincinnati had reached 46,300 in population, and in the next ten years jumped to 118,760, according to the census. This, it will be remembered, was when the steamboat transportation reached its height, just before the development of the railroads began to turn transportation away from the river towns and raise up interior cities as rivals.

In 1851 we find a number of warehouses and forwarding concerns in the city. The most interesting advertisement of that date was probably the announcement of Julius Hull, in which he stated that he did a forwarding and commission business. He had a line of boats

from Cincinnati to Terre Haute. In Iowa (which was probably a misprint for Indiana) he ran eight boats on the Wabash Canal and also ran ten boats on the New York & Ohio Canal. He employed seven persons and four horses to each boat and had a special warehouseman on each trip. During the previous season he had shipped 4800 tons of goods to Indiana by land and to Toledo on Lake Erie.

The railroad era began about this time. The first one running out of Cincinnati was the Little Miami Railroad. The first section of this was built in 1843, but in 1850 only 84 miles had been constructed. It was, nevertheless, the only railroad in actual operation in Cincinnati at that date, although several others were nearly completed.

At first the conflict between railroad and river transportation was scarcely noticeable. The railroad increased the business of the town and temporarily increased the call for warehouses. But later as interior railroads developed they increased the business of the interior towns and took away the advantage formerly held by the river towns. These results, however, were not fully evident until after the War of Secession.

The Cincinnati Transfer Co., which is still in existence with offices at 69 Electric Building, was established in 1859, while the Wallace Transfer & Forwarding Co., now located at 222-224 East Front Street, was started the previous year.

At that date the total imports of Cin-

cinnati amounted to about \$85,000,000 and exports to about \$90,000,000. These were considered enormous at that time and offered plenty of warehouse and forwarding business for the concerns then in existence.

In 1860 Cincinnati, St. Louis and New Orleans each had a population of about

160,000 and were still 50 per cent larger than Chicago.

Industry in Cincinnati at the time of the Civil War boomed to its greatest height, and the warehouse and forwarding business kept pace. Trade to the South was interfered with, but was more than made up by the demand

for merchandise for the Union Army.

The Fred Pagels Storage Company, which is today in operation at 937 West 8th Street, was established in 1867.

The directory of 1866 listed a number of forwarding and warehouse concerns the business of which was beginning to assume a modern aspect.

How Material Handling Machinery Reduces Man Power Requirements *at Metropolitan Warehouse in Los Angeles*

By ROY H. COMPTON

LABOR saving devices installed by the Metropolitan Warehouse Co., Los Angeles, in its recently completed storage building serve to expedite handling and to cut down man power requirements. The Metropolitan's latest structure is the largest single unit warehouse in Los Angeles, having 270,000 square feet of floor space devoted to all sorts of commercial storage and pool car distribution with the exception of household furnishings. It is of concrete and steel, with six floors and basement, and has trackage facilities for twenty cars on one side and accommodations for twenty-four motor trucks, all within the structure, on the opposite side.

The material handling equipment includes three Haslett spiral chutes which function in conjunction with Mathews roller conveyors.

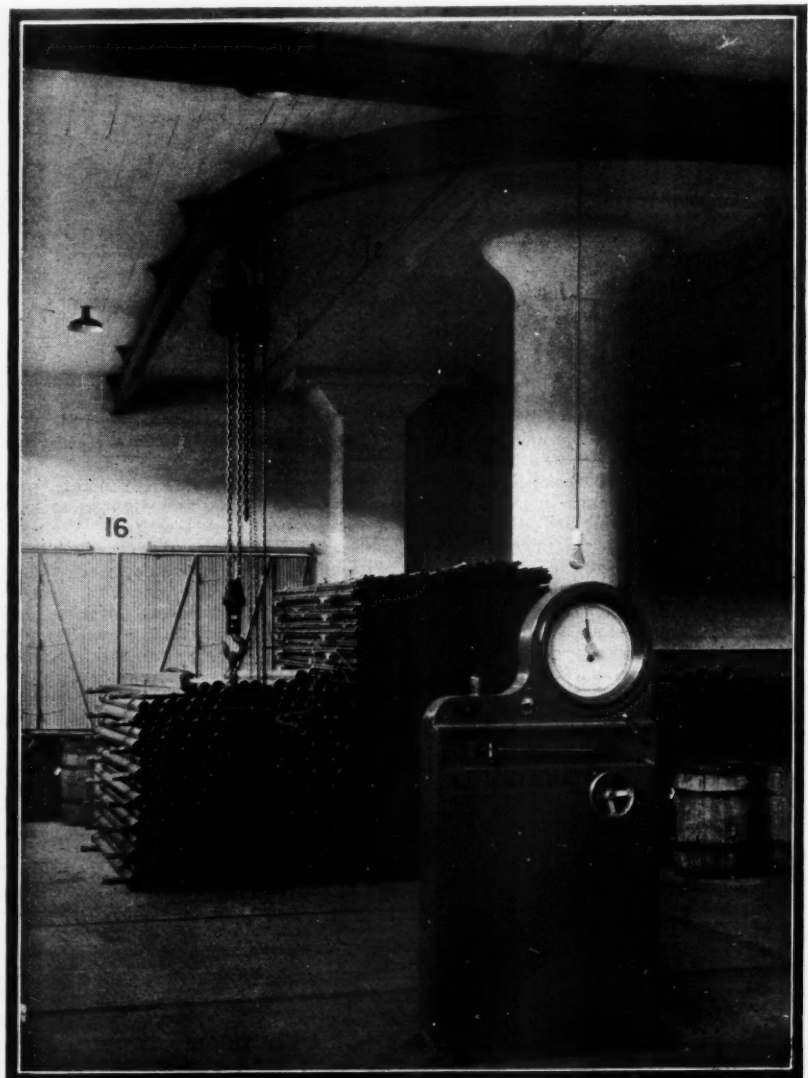
The chutes lead from all floors to the delivery section and the conveyors may be extended and so placed as to make delivery possible direct to trucks or cars without the handling. A package, box or carton may be placed in a chute on any floor and it will be delivered to car or truck as desired.

Arrival at the loading floor is so timed that the truck driver and helper load the vehicle without further assistance. Only two car loaders usually are required when delivery is made for rail shipment.

The building has three freight elevators and one passenger elevator. Two of the freight elevators are each 8 feet by 14 feet, and of 4000 pounds capacity. The other is 9 feet by 24 feet and of 8000 pounds capacity. All incoming freight is handled by elevator.

As explained by A. Meyers, vice-president and general manager, serious consideration was given to the installation of conveyors to the upper floors, but the sacrifice of floor space and the expense of power made the decision in favor of elevators.

The delivery floor is equipped also with eight 4400-pound capacity Fairbanks automatic scales that register by



Truck crane installed at plant of Metropolitan Warehouse Co., Los Angeles, for handling all heavy material, either outgoing or incoming. The trackage connects both car and truck-loading platforms with the elevator and passes over the heavy duty scale



Left, view showing pneumatic tubes, scale, left jack and eight-foot elevator entrance, plant of Metropolitan Warehouse Co., Los Angeles. Right, portable conveyor, and one of the three spiral chutes which lead to the delivery floor from the five upper stories.

the pound. There is also one of 5-ton capacity that registers by multiples of five pounds. A battery of five is located on the car loading side and three on the delivery side adjacent to each elevator.

An overhead track crane is available for lifting heavy loads. The trackage leads from the car side to the truck side and to the heavy capacity elevator.

This crane will take its loads direct from the car or truck to the elevator, or transfer them from truck to car and passes over the scales.

The entire warehouse is equipped with

pneumatic tube facilities with a central station in the warehouseman's office. These tubes are used to handle all papers between floors.

The stock clerk's office is in the general office and connects with the warehouseman's office. Orders for withdrawals pass from stock clerk to the warehouse office, from which they are sent by tube to the floor from which the stock is to be withdrawn.

The papers are received by the respective floormen, so there is no delay. The orders show to what door stock is to be

delivered on the first floor. This governs the selection of the proper chute or elevator as the case may be.

All floors are equipped with portable lift jacks and platforms. As rapidly as loaded the platforms are lifted by the jacks and taken to the chutes.

Officers of the Metropolitan Company estimate that the chutes, conveyors, lift jacks and crane do work that otherwise would require at least twenty additional employees, and even this number of men could not accomplish it in the same period of time.

Some Hot Weather Suggestions for Taking Care of the Motor Truck

(Concluded from page 27)

for short circuits take out the plug and lay it so that the outer shell only is in contact with the cylinder and then crank the engine. If there is a spark at the plug, but no spark at the points when the cable is connected, obviously the plug is short-circuited and should either be taken apart and cleaned or replaced with a new plug.

Cleaning Spark Plugs—Dissolve two tablespoonfuls of lye in one quart of water and keep the spark plugs in the solution for 24 hours. Then remove them and they will be found perfectly clean and ready for use.

Care of Brake Gear—Mud is bad for brake gearing, the points of which do not work freely when coated with it. Therefore clean the brake gear as well as the car.

Electric Troubles—To prevent trouble on the road with the electric system of your machine, make an occasional inspection of the wiring. Look for loose wires and worn places where they vibrate against the frame or other parts. Keep the wires free from oil or grease. Keep the terminals and switch points clean and keep the battery charged. These precautions taken, you should have no trouble with the electric system.

Removing Carbon—Many operators have found that using about two ounces of a mixture of equal parts of alcohol and kerosene poured into each cylinder about twice a week, when the car is run into the garage for the night, will keep the engine clean of carbon. During the night, the mixture softens the carbon deposit. When the motor is started the

next day the mixture is driven out through the exhaust, and with it the loose carbon. Continue this process twice a week and there will be no carbon.

New California Company

The Catalina Storage & Warehouse Corp., controlled by the same interests which are putting up a hotel at Wilmington, Cal., has been organized, with John Y. Lambert, head of the hotel company, as its president, and is constructing a \$50,000 concrete warehouse on B Street near the hotel. The warehouse will stand two stories high, with provision for two more stories later. The building will be 60 by 250 feet and will be utilized largely for storage of merchandise.

National Chamber Favors Regulation of Motor Vehicle Common Carriers

*Would Have Transport Act Amended So as to Place Trucks
and Buses Under I. C. C. Supervision When Engaged in
Interstate Commerce—Other Features of
Washington Meeting*

By KENT B. STILES

FROM the viewpoint of the public storage industry the feature of the thirteenth annual meeting of the Chamber of Commerce of the United States, held at Washington on May 20-22, was the adoption of a resolution which reads:

"The Chamber of Commerce recommends that Congress should amend the Transportation Act so as to embrace motor common carriers engaged in interstate commerce."

The origin of this resolution was a memorial adopted a few days prior at a Washington conference of independent truck and bus operators held under the auspices of the American Automobile Association. This memorial, favoring limited Federal regulation of motor vehicle common carriers, was introduced at the truck and bus operators' conference by George P. MacCallum, president of the Michigan Highway Transportation Association, and the conference sent it forward to the Transportation Group of the national chamber. The memorial reads:

"Congress should enact legislation giving the Interstate Commerce Commission the power to grant or refuse certificates of public convenience and necessity in motor vehicle interstate commerce. In view of the fact that the Interstate Commerce Commission is already burdened with all it can handle and because of the fact that States through which such motor vehicle lines operate are primarily interested in such operations, the authority of the Interstate Commerce Commission should be limited to the granting or refusal of certificates.

"Certificates shall be granted as a matter of form in all cases in which the application for a certificate is accompanied by certificates from the State public utilities commissions of the various States through which the motor vehicle lines are to operate, certifying that such lines will serve the public convenience and necessity. Lines operating in good faith on March 3, 1925, shall be presumed to be necessary to public convenience and necessity, and such lines in the absence of evidence overcoming such presumption shall receive a certificate for routes established by them. (The term State public utilities commission comprehends State authorities regulating public utilities regardless of by what name called. In States

where there is not public utility regulation of motor vehicle common carriers the State highway commissioner may issue such certificate.)

"In cases where such certificates from State public utility commissions cannot be obtained by the applicant the Interstate Commerce Commission shall grant a hearing on the application for a certificate in order to determine whether such motor vehicle operation is a matter of public convenience and necessity. In determining that fact the Commission shall take into consideration existing motor transportation facilities. In all other questions involving certificates the Interstate Commerce Commission shall act as an arbiter in determining differences of opinion between the public utilities commissions of the States through which such lines operate. All other regulation of operation of interstate motor vehicle common carriers shall be exercised by the State public utilities commissions of the States in which the operation is carried on."

The conference chose Mr. MacCallum chairman of the committee to present the memorial to the national chamber and it was decided to appoint committees to work out details of a bill that would protect the public interest in motor transport and at the same time permit independent truck and bus operators to carry on their business unhampered.

James M. Swift, president of the Interstate Limited Motor Coach Co., Boston, who presided at the conference, pointed out that during the recent session of Congress a bill was introduced in the House, and was referred to the Interstate Commerce committee, which contains this section:

"No such motor transportation company shall begin to operate any motor-propelled vehicle for the transportation of persons or property, or both, for compensation, between fixed termini or over a regular or irregular route extending from one state or territory of the United States or the District of Columbia, to any other State or territory of the United States or the District of Columbia without first obtaining from the Interstate Commerce Commission a certificate declaring that the public convenience and necessity requires such operation.

"The Interstate Commerce Commission is hereby

authorized to make all necessary rules and regulations with reference thereto and the operation of said motor transportation companies applicable to interstate business over public highways."

Mr. Swift told the conference:

"In other words, it is a broad, sweeping bill delegating to the Interstate Commerce Commission full authority over the whole subject of rules or regulations. That bill will probably be reintroduced in Congress."

The National Furniture Warehousemen's Association was represented, among the two-score men who attended the conference, by C. W. Pimper, vice-president and treasurer of the Security Storage Co., Washington, D. C., who submitted to Henry Reimers, executive secretary of the National, a formal report of what took place.

Distribution

THE national Chamber at its meeting adopted various resolutions covering domestic and foreign situations. The texts of these are published in full on pages 34 and 35 herewith. As shown by the list set down on page 35, public warehousing was represented by a delegation headed by Gardner Poole, president of the American Warehousemen's Association and president of the Commonwealth Ice and Cold Storage Co., Boston.

At the Domestic Distribution group luncheon meeting, Theodore F. Whitmarsh, New York, chairman of the Distribution Department of the Chamber outlined what had been undertaken by the National Distribution Conference which met in Washington last January. That conference, through six committees, is studying the following six general phases of distribution:

First, Collection of Business Figures in Aid of Distribution.

Second, Trade Relations.

Third, Market Analysis.

Fourth, Expenses of Doing Business.

Fifth, Methods of Distribution.

Sixth, General Conditions Affecting Distribution.

It is in the fifth subject that public warehousing has a direct interest, and it is announced that the American Warehousemen's Association is represented on the committee by W. Lee Cotter, Mansfield, Ohio, head of the Cotter chain of warehouses in Ohio. Alluding to the work of this committee, Mr. Whitmarsh said:

"The committee is concerned with the subject Methods of Distribution, in which probably the most confusion is found to exist. Dr. Melvin T. Copeland, Director of the Harvard Bureau of Business Administration, is chairman of this committee and brings to it the continued experience of many years in the most intimate studies of business affairs and methods.

"Any sub-division of this committee's work apparently will contemplate the separate factors which are displayed by the various types of distribution:

"1. The kinds of establishments and the six types of relations between them.

"2. The kinds of commodities and the six methods which are applied to their distribution.

"The more intimately these types and methods are studied the more probable it seems that distribution may have developed somewhat haphazardly and without any concerted plan. Probably also this has been the best form of development, as it is the one scheme by which freedom of action could have been secured. Nevertheless, the time has come when a clearer knowledge is demanded of the reasons why certain commodities follow different routes in their journeys from the producer or manufacturer to the consumer."

Alluding to the sixth subject, Methods of Distribution, in the hands of a committee headed by Sydney Anderson, president of the Millers' National Federation, Mr. Whitmarsh said that general conditions affecting distribution may be divided into three classes:

"First, Federal legislation—its character, tendency and probable effect on distribution.

"Second, State legislation—its lack of uniformity and possible means of modifying the embarrassment which distributors suffer in attempting to conduct business under the rapidly changing laws of forty-eight different states and their lack of resemblance to Federal legislation.

"Third, the lack of a clear understanding as to what is or is not possible to distributors in the conduct of their affairs under the provision of the Sherman Act, the Clayton Act and the Act creating the Federal Trade Commission. Distribution could be much more rationally and economically conducted if it could be known in advance whether a contemplated action or collection of facts would be regarded by the Federal powers as legal or illegal.

Another Conference Planned

"Fourth, public understanding of distribution is so limited that charges have been made as to the motives and methods of distributors for which no means for answering have existed. Committee VI, it is expected, will serve as a central body for collecting the necessary data and placing them before the public in a manner which will convey the idea that distributors are eager to render a service not only economically but conveniently to the public."

Summarizing the activities of the six committees, Mr. Whitmarsh concluded:

"Considerable progress has been made already in the study of each of the subjects. Although many specific results have been secured there are so many interrelations in the subjects that the time has not arrived for attempting to discuss them. I can assure you, however, that at the next meeting of the National Distribution Conference, probably in the autumn, there will be a report which will have justified all of the effort which can be applied to this immeasurably important division of public life and affairs.

Mr. Anderson, who while a member of Congress conducted the investigations of the Joint Commission of Agricultural Inquiry—with which the American Warehousemen's Association filed a brief setting forth the industry's position with relation to distribution—was one of the speakers at the Distribu-

(Continued on page 36)

Texts of National Chamber of Commerce Resolutions on Domestic and Foreign Affairs

HERE are set down in full the resolution which the Chamber of Commerce of the United States adopted at its thirteenth annual meeting, at Washington. These memorials, treating with a wide variety of problems—several of direct interest to warehousing and distribution interests—are the voice of American business speaking to the executive and legislative branches of the Government. The resolutions should be read!

World Court

"THE United States is committed emphatically and always has stood for the peaceful solution of international disputes. It has historically advocated and agitated for the formation of an international judicial tribunal for this purpose. The Permanent Court of International Justice is the embodiment of the aspiration and effort of our leading statesmen and jurists. By resolution of the past three annual meetings the Chamber has consistently and insistently indorsed the adherence of the United States to the Permanent Court on the conditions laid down by the Executive and former Secretary of State Hughes.

"The President of the United States has stated his position unequivocally, and the Chamber expresses its disappointment at the delay in effecting the recommendation of the Executive. It believes that the objections which have been made to the entrance of the United States into the present Court are unimportant as compared with the advantages which would accrue to us and the support and impetus which our action would give to the promotion of international justice and the furtherance of international peace. The Chamber reiterates its position in support of the Permanent Court of International Justice and urges the adherence of the United States thereto at the forthcoming session of Congress."

Commercial Treaty Policy

"YOUR committee on resolutions respectfully recommends the presentation to the board of directors of the report of the committee on foreign affairs on the subject of the Commercial Treaty Policy of the United States, and all of the accompanying data and communications, with the suggestion that the subject be submitted to the membership in the form of a referendum at the earliest convenience of the board."

Claims Against Germany

"IN dealing with the Alien Property Fund Congress, while fully recognizing the historic policy of the United States, holding immune from confiscation enemy private property in time of war, should have in mind at all times its obligations, no less sacred, toward American nationals who suffered loss and injury through the aggressions of Germany during the late war.

"Congress should accord to Germany full faith and credit for free and voluntary action on its part in entering into the Treaty of Berlin for the restoration of friendly relations with the United States, and to that end should retain possession of the Alien Property Fund,

in accordance with the explicit terms of that Treaty, until Germany shall have made suitable provision for the satisfaction of all such American claims."

Relations with Canada

"YOUR committee respectfully suggests that the Chamber, through its proper channels, conduct an inquiry as to the possibility of further improving the social and economic relations between the business men of Canada and the United States, to the end that each may enjoy the utmost advantage to be gained by the best possible social and business contact between the citizens of the two countries."

Judicial Salaries

"LITIGATION in the Federal Courts, both civil and criminal, is increasingly important. Judges of these Courts not only must be men of unimpeachable integrity and liberal education, but they should have profound knowledge of the law and superior administrative ability in the dispatch of business. The Government is entitled to the service of competent lawyers on the Federal bench. The class of lawyers requisite for this service cannot be obtained unless they receive salaries enabling them to live in a manner commensurate with the position they occupy. No lawyer worthy of a position on the Federal bench should be asked to make the financial sacrifice required by the present salaries.

"The Chamber therefore urges upon the Congress the immediate passage of a law increasing the salaries of the Federal judges to such an amount as will insure the services of capable lawyers and further the expeditious and economical administration of justice in the Federal Courts."

Federal Reserve System

"THE Federal Reserve System has been from its inception the subject of serious study and steadfast support by the Chamber of Commerce of the United States. As the System enters upon the second decade of its corporate existence, under conditions which for the first time during its life are approaching normal, we reaffirm our confidence in its fundamental principles; we give willing recognition of its past service and of its promise for the future; we ask for it better understanding and appreciation.

"We commend the recent action of the Federal Reserve Bank for its effective assistance in bringing about the restoration of the gold standard in England. This restoration has removed the danger of price inflation in this country, has in-

creased the international purchasing power, and will undoubtedly benefit our foreign trade."

Taxation

"THE Chamber has frequently spoken in favor of the reduction of the Federal income taxes, urging repeal of the war excise taxes affecting particular businesses, and has advocated the creation of such a body as the Board of Tax Appeals which has already by its expedition and clarity fully justified the expectations of the benefits that would follow.

"The resolutions committee has had before it a number of proposals for reforms in the Federal Revenue law. The subject is so large and complicated that it would be inexpedient to offer resolutions covering the various phases of the law. Your committee therefore recommends that the board of directors appoint a committee to study carefully the whole subject of Federal taxation, giving particular attention to the suggested changes which have been submitted to this committee."

Federal Trade Commission

"THE Chamber approves the recent action of the Federal Trade Commission in adopting new rules of procedure, which it is expected will make the work of that body increasingly constructive, effective and helpful to American business."

Governmental Interference with Business

"IT is the established policy of this Government not to interfere with the utmost freedom of action by the individual so long as he does not impinge upon the rights of others. The predominant position of this country in industry today is largely due to this attitude of our Government.

"Consistent with this policy, the Government should not permit any of its bureaus so to operate as to harass and annoy business by frivolous and curious inquiry into the private affairs of business men. On the other hand, business men will make no objection to the fullest investigation by the Government of anything which the proper Government official may have good reason to suspect is a violation of the law of the land.

"The Chamber urges upon its members the heartiest cooperation with all departments of the Federal Government to the end that much useful and valuable information may be availed of and a spirit of mutual helpfulness between Government and business may prevail."

Speculation in Foodstuffs

"THE harmful effect of incessant wide speculative fluctuations in price of grain, upon all interests connected with the production, conversion, distribution and export of our vast cereal crops and upon our foreign commerce generally, is so self-evident as to seem to demand prompt remedial measures by the principal grain exchanges. We commend the efforts of the Department of Agriculture to bring about such voluntary constructive action."

Railroad Rates

"THE Transportation Act of 1920 expressly provides for the preservation of our transportation systems in full vigor. Proposed amendatory legislative action creates uncertainty in the public mind, tends to retard business, and thus interferes with the growth and development of our transportation systems. If our transportation systems are to be improved and extended to meet the constantly growing needs of commerce, the regulation of our common carriers must be vested in a properly constituted administrative body. The record of the Interstate Commerce Commission is such as to commend that body as the proper agency through which all laws governing the common carriers should be administered."

Motor Common Carriers

"THE Chamber recommends that the Congress should amend the Transportation Act so as to embrace motor common carriers engaged in interstate commerce."

York-Antwerp Rules 1924

"THE Chamber of Commerce of the United States approves in principle the work of the International Law Association as embodied in the York-Antwerp Rules—1924 as a great step forward in providing international uniformity in the definition and adjustment of general average losses. Although it recognizes that the said rules are an improvement over the York-Antwerp Rules—1890, this Chamber is unable to recommend the adoption of the York-Antwerp Rules—1924 without modifications."

"The American Branch of the International Chamber of Commerce and the American Branch of the International

Law Association are requested to take steps to arrange for an international conference to revise the York-Antwerp Rules—1924 so that they may receive universal approval and adoption."

Coastwise Laws

"THE Chamber of Commerce of the United States declares its belief in the wisdom of the coastwise navigation laws of the United States."

Forest Highways

"THE national forests, especially those in the western States, because of their great extent and location, include many of the most important mountain passes; they practically surround and control access to our national parks and interpose large areas of land under Federal control between sections of our States held in private ownership. Roads into and across these vast forest areas are required not only to protect the Government property in the forest from the constant menace of destruction by fire but also to give access to the national parks; to enable private property to be reached, and to complete highways available to inter and intrastate traffic. It is the duty of the Federal Government to provide these roads."

"Congress, therefore, should continue to appropriate needed funds, within the limits of a reasonable national budget, for the improvement of such forest highways, under the supervision of the Secretary of Agriculture."

Waterways

"BY resolutions heretofore adopted the Chamber has urged upon the Congress the necessity of developing our waterways and water resources. The Chamber has suggested that a comprehensive survey and report on the subject be made. The last Congress took steps in that direction by adopting a resolution directing the Corps of Engineers and the Power Commission to make certain surveys and submit estimates of costs."

"The Chamber commends the action of the Congress in that behalf and expresses the hope that the work delegated by the resolution may be increased and extended by the incoming Congress and a comprehensive general plan embracing all of the water resources of the country be submitted at the earliest possible moment and before any further action

is taken by Congress contemplating performance of work on any new projects, not heretofore undertaken, for the improvement or development of rivers, harbors and waterways."

National Parks

"THE policy of the Federal Government in establishing and maintaining national parks is now well fixed. This policy should be extended through the establishment of national parks in important areas of the country where they do not now exist and where scenery and other natural conditions afford recreational and educational advantages such as the public has come to expect in all national parks."

New Building

"THIS convention, the first held in our own building, marks an epoch in our history. The imposing size, the strength and the manifest fitness of our building symbolizes the development of our organization."

"We have reached manhood in number of members, in financial resources, in evolution of our staff and organization, but we must recognize that size and power are of little value unless all the elements of our organization work together smoothly, promptly and loyally. Hence we recommend to the members that at all times they give their fullest participation to the formulation of the Chamber's policies and toward advancing the policies which are established. They will thus maintain and enhance the Chamber's distinction as a truly representative organization."

Future Action

THE Chamber referred to its board of directors for further action in the form of such investigation and study as the board may consider is appropriate, subjects including the following:

1. Every phase of cotton.
2. Efficient utilization of public grazing lands.
3. Reclamation.
4. Resale prices.
5. State legislation respecting margarine.
6. Federal aid for highways, with the suggestion that there should be consideration by the Chamber's Transportation Department with special reference to any declarations the Chamber should later make in addition to the policy it has already adopted.
7. Highways—State administration and finance.
8. Aircraft lighter than air.
9. Aeronautics.

Aspinwall, Clarence A., president Security Storage Co., Washington, D. C. Representing American Warehousemen's Association, of which he is treasurer.

Burke, B. L., president Rock Island Transfer & Storage Co., Rock Island, Ill. Representing Rock Island Chamber of Commerce, of which he is president.

Campbell, Palmer, president Campbell Stores, Hoboken, N. J. Representing New Jersey State and Hoboken Chambers of Commerce.

Godley, Philip, proprietor Godley's Storage Warehouses, Philadelphia. Representing Philadelphia Board of Trade.

Horne, Frank A., president Merchants Refrigerating Co., New York. Representing New York State Cold Storage Association.

Here is the list of the public warehouse company executives who were in attendance at the annual meeting of the Chamber of Commerce of the United States, at Washington, D. C.

Lippincott, Samuel W., president Terminal Warehouse Company, Baltimore. Representing American Warehousemen's Association.

Mott, C. Van Wyck, secretary United States Storage Co., Inc., Washington, D. C. Representing National Furniture Warehousemen's Association.

Nickerson, J. F., Chicago. Representing American Association of Ice and Refrigeration, and Illinois-Wisconsin Ice Dealers' Association.

Pimper, C. W., vice-president Security Storage Co., Washington, D. C. Representing National Furniture Warehousemen's Association.

Poole, Gardner, president Commonwealth Ice & Cold Storage Co., Boston. Representing American Warehousemen's Association, of which he is president.

Switzler, R. H., secretary St. Louis Refrigerating & Cold Storage Co., St. Louis. Representing American Association of Ice Refrigeration, of which he is president, and American Warehousemen's Association, and St. Louis Chamber of Commerce.

(Continued from page 33)

tion luncheon. Mr. Anderson laid the high cost of distribution at the door of excessive competition, saying:

"In the main the present high level of distributive costs has been reached as a consequence of excessive competition in a variety of forms. This excessive competition occurs not only with industries manufacturing particular lines of commodities, but also as between industries in their effort to secure an increased proportion of the ultimate consumer's dollar.

"Over-competition has its origin in large measure in the over-capacity which exists in nearly every industry today and which exerts a constant pressure to secure the volume necessary to keep it profitably employed. The effort to secure the volume necessary for low manufacturing costs sets up a constantly increasing competition in not only terms of prices but terms of service and concessions in terms. It has produced a tendency to sell so-called excess production—that is, production above the amount necessary to cover the overhead, at prices below normal price levels. Indeed, the development of the principle of mass production has contributed much to the excessive competition which is evident more or less throughout all industry.

"The advantages of lower manufacturing costs growing out of production in volume are often, in part at least, offset by higher sales costs due to increased sales resistance, and to the lower price levels which the pressure of this constant volume exerts upon the general price level. This of course is especially true if excess competition combined with volume production result in the production of an oversupply either in the aggregate or of certain varieties, types, sizes and styles of commodities.

"The wider dispersion of the goods of commerce, as evidenced by the increased average railway haul, also has been a factor in intensifying the competitive conditions.

Terms and Conditions Essential

"Competition has also been extended by the development of facilities for storage and rapid movement, which has made possible the sale of goods throughout the entire year which were formerly salable only in season.

"The competition which these factors and conditions have created has not merely been a competition of prices. If it were, its effect upon profits would be so readily apparent that it would probably effect its own cure. The phenomena which this competition has produced are rather to be found in the development of the service idea. Practically nothing is sold nowadays without its accompaniment of service, either guaranteed or implied. Illustration of this development of service could be multiplied time without number.

"I have come very definitely to the conclusion that the only practical method of eliminating wasteful costs and destructive competition is through agreements within the trades which will specify the terms and conditions under which goods shall be sold.

Otherwise the endless processes of extravagant expenditure in service and the continuous march of destructive competition will continue. I am not for a moment suggesting that the present laws which prohibit combinations in restraint of trade and agreements as to prices shall be repealed.

"I am in full accord with the statement that business should be allowed a larger measure of self-government. If the sound elements in business are not permitted to establish general principles and policies and to lay down rules for their internal self-government, not only for their own protection and self-preservation but for the benefit of the public, the Government itself will inevitably step in and attempt to establish arbitrary and inflexible rules in lieu of the flexible and practical rules which are denied industry to establish and enforce. I know this is a wide departure from what I fear is the increasing tendency to regulate everything through some form of Government supervision, but I am confident that it is the only practical answer to the problem of decreasing distribution costs and improving distribution practices."

The Federal Trade Commission

ONE convention address which created more comment perhaps than any other one talk was that by W. E. Humphrey, Federal Trade Commissioner, at the general session. President Poole of the American Warehousemen's Association expressed the hope, when commenting on what Mr. Humphrey said, that every storage executive in the country would read the Commissioner's speech.

Mr. Humphrey said he expressed "the faith of the majority" of the Federal Trade Commission in setting down the following:

"We do not believe that success is a crime;

"We do not believe that failure is a virtue;

"We do not believe that wealth is presumptively wrong;

"We do not believe that poverty is presumptively right;

"We do not believe that industry, economy, honesty and brains should be penalized;

"We do not believe that incompetency, extravagance, idleness and inefficiency should be glorified;

"We do not believe that big business and crooked business are synonymous.

"True, we will give closer scrutiny to big business than to small business, because of its greater power for good or evil.

"We believe that 90 per cent of American business is honest.

"We believe that 90 per cent of American business is anxious to obey the law.

"We want to help this 90 per cent of honesty.

"We want to control or destroy the 10 per cent that is crooked.

"In this endeavor, we want your help. We hope to deserve it."

Mr. Humphrey outlined the policy changes which have taken place recently in the work of the Federal Trade Commission, covering investigations, stipulations, etc., and made an attack on various resolutions

introduced in the Senate which would direct inquiries. On this last point he said:

"It seems to me that those resolutions are about as wide as the English language and as inclusive as the imagination. I do not very well understand how the Commission can proceed to investigate everything under the sun that relates to a great industry, when no specific charges are made, or evidence submitted, and when there is nothing that would give us reason to believe that such investigation would lead to the discovery that there was violation of the anti-trust act. Certainly we would have no power to compel the production of evidence under such resolutions.

"If I am right in my contention, then such resolutions are not within the power given by the Act of Congress to the Commission, and an attempt to carry them out would not only be without authority but would be in direct violation of law. It would be illegally spending public funds and an act that would be official misconduct, sufficient to warrant our dismissal."

The question of the Commission's jurisdiction in regard to the Senate resolutions has been submitted to the Attorney General for his opinion. Mr. Humphrey said, and the Commission would follow that opinion until reversed by the courts. The resolutions in question would require the Commission to investigate the flour situation, the electric power situation and the cooperative farm marketing situation.

Mr. Humphrey set forth the Commission's new policy with regard to publicity, as follows:

"We no longer give out publicity when the complaint is filed, but do so after the case is tried.

"We open the files to the public when the respondent files his answer or when the time for filing it has expired, so that both sides of the cases can be had by the public at the same time, believing that thereby the public will be best served and the respondent most fairly treated.

"Before the adoption of the new rules, as already stated, the Commission itself gave out a statement in reference to the complaint, at the time it was filed and, of course, the complaint was thereafter at all times open to the public.

"I submit to your candid judgment what fair-minded person can object to these changes.

"Naturally you ask whence comes the opposition

to the changes in procedure; whence all this tumult and shouting, this denunciation, vituperation and misrepresentation about what these changes mean? This cry of robbing the minority of the Commission of their rights. Our opponents, in the extreme anguish of patriotic martyrdom, exclaim that the rights guaranteed them by the Constitution are destroyed because we no longer give out publicity when a complaint is issued.

"What constitutional rights are destroyed by this change? The constitutional right to commit a great wrong and escape responsibility for the result. The constitutional right to condemn without a trial. The constitutional right to blacken reputations without a hearing.

"These protests against the change in procedure do not come from the business interests of the country. Business has almost universally approved these changes. They do not come from the public generally. The public is almost entirely favorable. They do not come from the Democratic party. They do not come from the Republican party. Both these parties believe in Constitutional Government and the Commission being controlled by the elementary principles of our jurisprudence.

"This opposition comes from the vocal and beatific fringe, the pink edges that border both of the two old parties. It comes from that element whose political platform is expediency; whose political creed is that 'whatever is, is wrong.' From that class that looks upon the world with a jaundiced eye, that believes that success and dishonesty in American business are synonymous.

"The exact truth is that the opposition to the changes in procedure comes from those who believe that these changes will prevent them from using the Commission for personal and political purposes. I make this statement, measuring my words, based upon the facts that I have learned since I became a member of the Commission.

"So far as I can prevent it, the Federal Trade Commission is not going to be used as a publicity bureau to spread socialistic propaganda. In so far as I can prevent it, the Commission is not going to be used to advance the political or personal fortunes of any person or party."

Massachusetts Steam and Electric Roads Inaugurate Direct Motor Truck Delivery and Collection

Direct collection and delivery of freight by motor truck was inaugurated on June 1 by the Boston & Maine Railroad in Boston, Lowell and Lawrence. Under the plan the trucks of the Boston & Maine Transportation Co. pick up less than carload shipments at any of the three cities for any destination and deliver directly anywhere in these three cities goods which have been shipped from any point of origin.

This method expedites freight shipment for instead of waiting for a post card announcing that freight has arrived, which entails notifying an express

company to care for it; consignees in the three cities now receive their merchandise sometimes quicker than the post card itself could be delivered. The actual cartage movements are in the hands of established trucking firms in the three cities, thus eliminating further highway congestion. These trucking concerns are being operated under the Boston & Maine Transportation Co.

Rates Filed

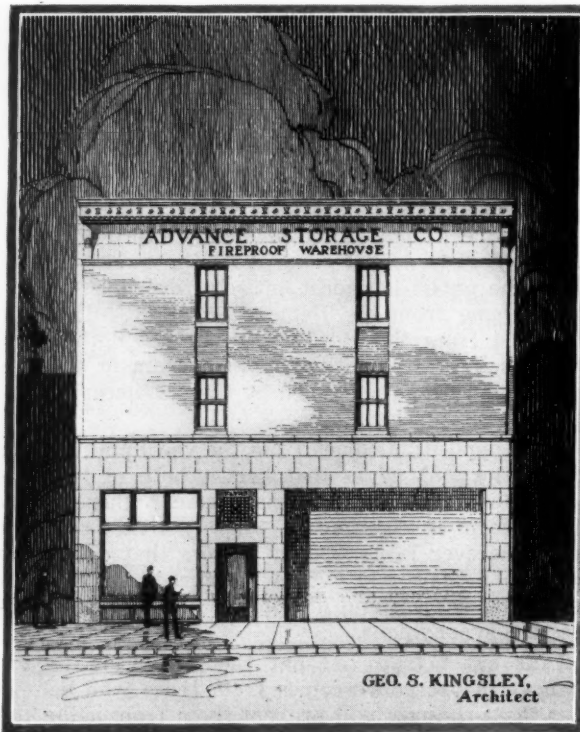
A similar door-to-door freight delivery system was begun on June 4 by the Boston & Worcester Street Railway

Co. It affects practically every town and city in eastern Massachusetts. Shipments received from the western end of the Commonwealth are routed over this independent system as soon as goods are received at the Boston terminal. Such shipments are delivered within twenty-four hours after the merchandise has been received at the forwarding stations.

To enable the shipper or merchant to figure accurately in advance the cost of delivery the company has filed a rate schedule which gives through rates from the factory to the store, from house to house, etc.

Advance Storage Co.
Philadelphia

WHAT'S WHAT IN LXXXIII



THE new fireproof storage warehouse being erected for the Advance Storage Co. at Market and 55th Streets, Philadelphia, is nearing completion and will be ready for the accommodation of household goods storage some time in July.

The building, of reinforced concrete skeleton construction with brick curtain walls, stands three stories and basement high, with provision made in the design of the footings and columns for three additional floors. The structure has a total floor area of 20,000 square feet.

The front elevation, on Market Street, is treated with a glazed cream white terra cotta to the second floor, with face brick above extending to the cornice, which is of terra cotta with the name of the firm in incised letters finished in gold leaf. The cornice letters are lighted by concealed lights controlled by an automatic clock.

The cornice has been designed so that it may easily be removed when it is desired to build the additional stories. At the present time it is about six feet above the level of the elevated railway structure on Market Street and is a splendid advertising medium.

The warehouse is fireproof throughout, contains a medium size freight elevator of 4,000 pounds capacity, a plastered piano room, individual storage rooms and is steam heated. It has been designed with a minimum amount of non-rentable space.

The first floor contains the offices, the walls of which are finished in Caen stone plaster, with the floor finished in terrazzo tile.

At the rear of the office is the piano room, over which has been arranged a mezzanine for the storage of trunks and rugs.

Ample space has been provided in front of the elevator for the ready loading and unloading of furniture, and the rear of this floor is available for open storage.

The entire second floor is partitioned into individual storage rooms of varying sizes.

The third floor is open, with provision in the layout for the installation of individual rooms at a later date.

The basement contains a lighted packing room and a boiler room, with about one-half of the basement space available for open storage.

The building was designed by, and is being erected under, the supervision of George S. Kingsley, architect, of New York City and Chicago.

NEW BUILDINGS

LXXXIV

Neal Fireproof Storage Co.

Cleveland

BUSINESS conditions in the warehouse industry are changing. Costs must be reduced. Labor and other items must be so controlled that a minimum number of operations will be required.

The Neal Fireproof Storage Co., Cleveland, in building its new West Side-Lakewood Branch, has designed it along entirely new lines to meet these changing conditions. This plant, now nearing completion at 9800 Detroit Avenue, will be an eight-story warehouse, the last word in modern storage construction.

While having a frontage on one of the main thoroughfares, it faces also on the Nickel Plate Railroad, Cleveland's belt line connecting with every railroad entering the city.

This site has been particularly selected not only for its strategic location but because it permits one full floor below the street entrance level, enabling the company's vans to load and unload practically direct from van to railroad platform. With private shipping facilities enabling the company to have two freight cars under cover in its own plant, Neal vans enter the building, unload the furniture, likewise under cover, and pack, crate and fill the car all on one floor level.

Where goods are to be received, or shipped out-of-town, speed with careful handling at a low cost is thus obtained.

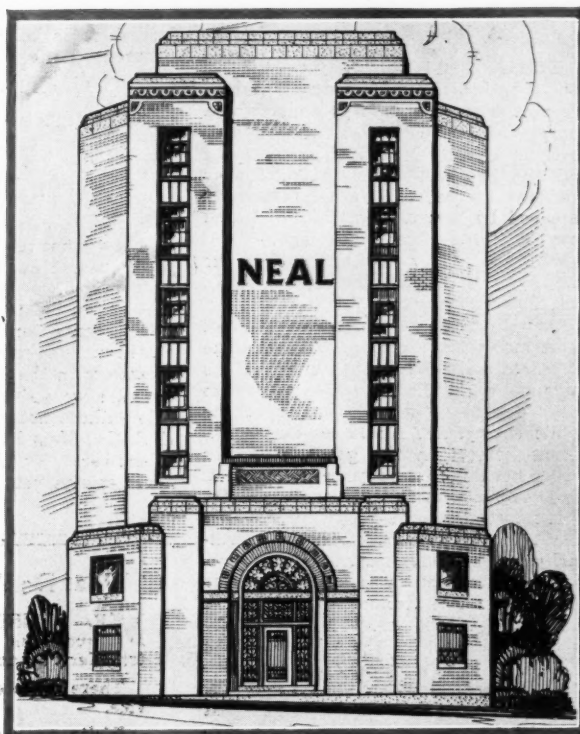
If there is an interval between shipping and packing, ample floor space in this new plant permits the handling of such goods without having to move them from floor to floor.

This is the third large warehouse unit which the Neal company owns in Cleveland. It gives the company storage and moving facilities in each major section of the city.

The new West Side-Lakewood Branch is built throughout of steel and concrete, with space for both private room and open storage. The company now has under investigation the many advantages of the Jenkins demountable van body system.

The new plant will have the latest facilities, including special fumigating rooms for upholstered furniture and rugs, special vaults, reception rooms, as well as every convenience for the employee's and patron's comfort.

This warehouse was designed by Christian Schwarzenberg & Gaede, under the personal direction of the officers of the Neal Company, with every detail thoroughly worked out which will promote service on local, long distance and railroad shipments. About one-half of the building will be devoted to open storage; the balance will be laid out in private rooms.



FROM THE LEGAL VIEWPOINT

By George F. Kaiser

A Roof Blown Away

LEGAL EDITOR, *Distribution & Warehousing*: One evening during the past winter we suffered a heavy rain and sleet storm with result a section of covering on our roof was blown away and the household goods stored under this part of the roof were considerably damaged by water. This was a brand new roof a little over a year ago.

Will you kindly advise us what our liability is in a case like this?—*M. B., Inc., Brooklyn.*

Answer: A warehouseman is not liable as an insurer of goods, unless he makes himself so by the terms of his contract, nor for the loss or injury to goods due to an act of God or of the public enemy, nor for losses due to inherent defects in the goods, or other causes not due to negligence on his part. He is required to exercise ordinary care in the custody of the goods, by which is meant that degree of care which ordinarily prudent warehousemen are accustomed to exercise in regard to similar goods under like circumstances. Where the injury to the goods is due partly to the negligence of the warehouseman and partly to other causes for which he is not responsible, he is liable for only that portion of the damage which was caused by his negligence. A warehouseman may, by special contract, insure the goods against loss or injury in general, or against loss or injury generally and without regard to negligence, with the exception of specified causes, or against injury from particular causes, but such a warranty will not be inferred from mere expressions of opinion as to the safety of the goods. So the warehouseman may be liable where, by special contract, he has undertaken a special duty with reference to the goods, and loss has resulted from his failure to perform such duty.

In your case your duty was merely to put over the goods the kind of a roof a reasonably prudent man would put over like goods, if you tried to do this, and tried to keep it in repair, you should not be held responsible. I cannot, however, understand how such an accident could happen to a roof that had not been neglected.

Trap Car Theft

LEGAL EDITOR, *Distribution & Warehousing*: We would appreciate very much your opinion as to who is liable for pilferage or damage where such pilferage or damage occurs in a trap car after it has been switched from the dock of the warehouseman who has

loaded goods belonging to a number of different owners.—*C. S. Co., Kansas City, Mo.*

Answer: The carrier—unless there are some facts not set out in your letter.

Lien Case

LEGAL EDITOR, *Distribution & Warehousing*: Will you kindly let us know what method we have to pursue when we sell goods that we have a lien on for storage charges when the party who buys them refuses to take them away even after he has paid a deposit on them. The sale was held in full compliance with the law in every respect.

Could we sell the goods at a private sale without notifying the buyer?—*P. B. & S. Co., New York.*

Answer: By all means do not resell them at a private sale. Proceed against

What Don't You Know?

MR. KAISER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business!

the buyer if he is financially responsible or hold a new auction sale complying with all the requirements of the statute if he is not. Let local attorneys handle this technical matter for you after you tell them all its details.

Warehouse Forms

LEGAL EDITOR, *Distribution & Warehousing*: We have been operating our warehouse as a private storage up to date due to the fact that we did not think it necessary to operate a public warehouse and issue negotiable receipts until now.

We have just had our warehouse bonded and will begin to issue negotiable receipts just as soon as we can hear from you as to whether there is anything else that we will have to do other than give a surety bond to the State, have bond accepted by the Courts and certificates issued to us; all of the foregoing we have done.

You will find attached a copy of

Louisiana Warehouse Laws, together with Clerk of Court certificate; both you will return to us when they have served their purpose.

Is there some one designated by the association to print warehouse forms and receipts? We mean uniform receipts as adopted by the association. There is a wide difference in the forms being used by warehousemen in Louisiana. Also, who writes insurance on goods while in transit, either by truck or rail, and does the same policy cover merchandise on long distance hauling by truck?

Thank you in advance for this service as well as advice. If there is any expense attached, kindly advise.—*C. T. & S., Alexandria, La.*

Answer: So far as I can see, you have complied with all the requirements of your State statute.

For uniform warehouse forms and receipts you can address A. H. Greeley, president General Storage Co., Perry-Payne Building, Cleveland, Ohio. Mr. Greeley is the chairman of the simplification committee of the American Warehousemen's Association.

For the insurance you inquired about you can address Cass & Johannsing, 740 South Broadway, Los Angeles, Cal.

A Demurrage Decision

THE Wisconsin Supreme Court has affirmed the decision of the State Circuit Court for Eau Claire County in the case of *James C. Davis v. Williams Creamery Co.* involving the applicability of the national demurrage code rule relating to the imposition of storage rates on freight not removed from a carrier's premises within allotted time.

In its decision the Wisconsin Supreme Court denied recovery, by the Director General of Railroads, of charges on some 75,000 pounds of machinery received at Osseo, Wis., in June, 1919, promptly unloaded from the cars, and freight bill paid, but the machinery left on the premises of the railroad, on the ground about ten feet from the sidetrack, 300 feet from the station and thirty or forty feet from a piece of ground leased by the creamery from the railroad. The machinery was not moved from the land of the carrier until mid-June. The Director-General entered suit for the recovery of storage charges assessed under the terms of the storage tariff covering shipments left on the railroad premises after being unloaded. Justice Owen, speaking for the Wisconsin Supreme Court, said:

"The trial Court held that the machinery was not left on the railroad

company's premises pursuant to any understanding or agreement between the parties, and during the time it remained on said land no contractual relation existed between appellant and respondent either as shipper and carrier, bailor and bailee, storer and warehouseman or otherwise, and that during said time the appellant owned to the defendant no duty in reference to said property. This is tantamount to finding that there was a complete delivery of the freight to the respondent.

"It is not always an easy matter to determine whether there has been a delivery of freight to the consignee. This does not always depend upon the mere payment of the freight charge, or the unloading of the freight from the cars, or upon the signing of a receipt by the consignee. As said in *Southern Ry. Co. vs. Prescott* 240 U. S. 632, 'Regard must

of course be had to the substance of the transaction. The question is not one of form but of actuality; what will amount to a delivery depends somewhat upon the nature of the subject of the delivery, and the circumstances of the case what would constitute delivery of heavy chattels would not necessarily suffice in cases of lighter articles that may conveniently be handed from hand to hand. The intention of the parties is always a material consideration.'

"Here the subject of delivery consisted of heavy machinery. It could not easily be moved. While it was left on the railway premises, it was within thirty or forty feet of the place where it was to be permanently installed. It was left there by the consignee of its own volition, in the absence of any agreement with the railroad company.

"There is no contention that the railroad company owed any duty of safeguarding the machinery, or that it would have been in any manner responsible in case of its destruction. Its dominion over and its responsibility for the safe-keeping of the property had been completely terminated. The situation is the same as though the respondent had placed building material and equipment upon the right-of-way of the railroad company awaiting its installation into the building it was constructing upon or adjacent to the right-of-way. We hold that there was a complete delivery of the freight and that the rules relied upon have no application to the situation. To apply them to the circumstances here presented would be to say that the rules operate to prescribe penalties for trespasses upon the railroad property."

(Ariz.) Uniform Warehouse Receipts Act, § 25, providing that goods in possession of warehouseman for which warehouseman has issued receipt shall not be attached, unless receipt be first surrendered to warehouseman, and that warehouseman shall not be compelled to deliver goods until receipt is surrendered or impounded by court, held applicable to owner's action of replevin against warehouseman, but only when goods have been delivered to warehouseman in first instance by owner or person by whose act owner is bound.—*Luhrs v. Valley Ranch Co.*, 232 p. 1014. Key No. 34 (2).

(Ariz.) In replevin by owner against warehouseman, defended on ground that receipts issued by warehouseman for goods have not been surrendered as required by Uniform Warehouse Receipts Act, § 25, plaintiff, to make prima facie case, must show that he was owner at time of delivery and that he did not cause them to be delivered, in which case warehouseman must prove that goods were delivered to him by a person whose act in conveying title to them to a purchaser in good faith for value, would bind owner.—*Luhrs v. Valley Ranch Co.*, 232 p. 1014. Key No. 34 (5).

(Mo. App.) Common carrier is not liable for delays caused by sudden unanticipated influx of business, and from other causes not within its control.—*Fewel v. St. Louis & S. F. Ry. Co.*, 267 S. W. 960. Key No. 98.

(Mo. App.) Transfer company, whether acting as common carrier or merely as a carrier, is liable as insurer against all damages, except those arising from act of God, etc.—*Ford v. Wabash Ry. Co.*, 226 S. W. 1032. Key No. 108.

RECENT legal cases of interest to warehousemen are digested herewith. A full printed report of any case may be obtained for twenty-five cents by addressing the editor of *Distribution & Warehousing* to cover publisher's costs. Key number should be specified.

(Mo. App.) The measure of damages for goods lost in transit, in either interstate or intrastate shipment, is the value thereof at the time when, and place where, they should have been delivered, less freight charges if not already paid.—*Klingenberg v. Davis*, 268 S. W. 99. Key No. 135.

(N. Y. Sup.) Where carrier engaged to make shipment in bond under Act June 10, 1880, § 3 (U. S. Comp. St. § 5697), whereunder carrier was responsible to United States for safe delivery to collector at port of destination, carrier was not liable to shipper for loss resulting from collector's disregard of instructions given by carrier as received from shipper.—*Hudson Forwarding & Shipping Co. v. New York Cent. R. Co.*, 207 N. Y. S. 184. Key No. 115.

(N. C.) Certain concerns which stored their goods and also the goods of others for profit, and issued warehouse receipts within C. S. paragraph 4041, showing the goods were stored for profit, held warehousemen within definition of warehouseman in section 4037.—*E. V. Webb & Co. v. Friedberg*, 126 S. E. 508. Key No. 3.

(N. D.) One who owns or controls incorporated storage company licensed to conduct business

of warehouseman, under Comp. Laws 1913, §§ 3138-3148, and who owns warehouse in which such business is conducted, may, under Laws 1917, c. 250 (Uniform Warehouse Receipts Act), cause to be issued, and deliver to his creditor, as security for indebtedness, a warehouse receipt for property actually contained in such warehouse and owned by him.—*Michigan City Bank v. First State Bank of Marvel*, 201 N. W. 176. Key No. 12.

(Warehouse receipt issued under Laws 1917, c. 250, by warehouseman licensed to do business under Comp. Laws 1913, §§ 3138-3148, is written acknowledgment that he has received and holds goods therein described for person to whom it is issued.—*Id.*)

(N. D.) Warehouse receipts must conform substantially to Laws 1917, c. 250, § 2.—*Michigan City Bank v. First State Bank of Marvel*, 201 N. W. 176. Key No. 13.

(Warehouse receipts duly dated and signed, certifying that warehouseman has received and holds in storage property, describing it, which will be delivered to a named person or order on surrender of receipt and on payment of storage and other charges, held substantially to comply with Laws 1917, c. 250, § 2.—*Id.*)

(N. D.) Execution and delivery of warehouse receipt, issued under Laws 1917, c. 250 (Uniform Warehouse Receipts Act) operates as pledge of property therein described without necessity of an actual manual change of possession of property.—*Michigan City Bank v. First State Bank of Marvel*, 201 N. W. 176. Key No. 14.

(Okla.) Laws 1923, c. 113, known as Motor Vehicle Act, being

no more or less than the granting of additional powers authorized by Const. art. 9, § 19, the right of appeal provided in section 20 automatically vests in any party aggrieved, and act itself is not void because of failure to provide for appeal.—*Ex parte Sales*, 233 p. 186. Key No. 2.

(An act, the purposes of which are to supervise, regulate, and control operation of motor vehicles, doing transportation business over public highways for hire, and to vest Corporation Commission with power to enforce provisions thereof, does not violate Constitution, if such act confers no powers substantially different from those specifically conferred by Constitution itself.—*Id.*)

(Okla.) It is only those persons, firms, companies or corporations who have complied with Comp. St. 1921, §§ 11106-11122 or those compresses storing cotton for specified term, and not milling in transit, which are by such statutory provisions constituted public warehousemen or public warehouses.—*Traders' Compress Co. v. Precure*, 231 P. 516. Key No. 3.

(Okla.) In action against warehouseman for recovery of goods stored, or their value, where plaintiff has proven bailment, tender of charges, demand, and warehouseman's refusal to return, a prima facie case is made which it is then incumbent on warehouseman to overcome by showing loss of goods and exercise of due care to prevent their loss.—*Traders' Compress Co. v. Precure*, 231 P. 516. Key No. 34 (5).

(Okla.) The public has a right to demand a license fee from persons or corporations seeking to use highways as a transportation roadbed for hire, and has a right to say whether its convenience and necessities and property interests demand licensing of one or more of such enterprises and right to license one and reject all others.—*Ex parte Sales*, 233 p. 186. Key No. 8.

(Okla.) Uniform Warehouse Receipts Act (Comp. St. 1921, §§ 11123-11183) deals only with rights, duties, and liabilities of parties under bailment contract, and does not deal with burden of proof in actions sounding in tort, or with common law of negligence, and has not modified rules at common law in cases founded on negligence.—*Traders' Compress Co. v. Precure*, 231 P. 516. Key No. 24 (1).

(Under Uniform Warehouse Receipts Act, warehouseman is liable for any loss or injury to stored goods caused by his failure to exercise such care as a reasonably careful owner would exercise, but

he is not liable, in absence of contrary agreement, for any loss or injury which could not have been avoided by exercise of reasonable care; and if he fails or refuses to deliver goods in compliance with proper demand by depositor or receipt holder, burden is on him to establish lawful excuse for such failure or refusal.—*Id.*)

(Okla.) Comp. St. 1921, §§ 11113, 11122, requiring warehouseman to keep stored goods insured for benefit of owner, apply only to public warehousemen as defined by statute, and have no application to private warehousemen.—*Traders' Compress Co. v. Precure*, 231 P. 516. Key No. 24 (3).

(Okla.) Where owner of stored goods elects to found his action on warehouseman's negligence, instead of an bailment contract, he must recover, if at all, on proof of negligence.—*Traders' Compress Co. v. Precure*, 231 P. 516. Key No. 34 (4).

(Tex. Civ. App.) Complete Tex. St. 1920, art. 7824 (Vernon's Sayles' Ann. Civ. St. 1914, art. 7824), prohibiting public warehouseman from limiting by his receipt his liabilities or responsibilities as imposed by the laws of the State, held not invalid.—*Longwell Transfer v. Elliott*, 267 S. W. 346. Key No. 2.

(Tex. Civ. App.) Under Complete Tex. St. 1920, art. 7819 (Vernon's Ann. Civ. St. 1922, art. 7819), distinction between public and private warehousemen receiving any description of personal property in store for hire is in effect abolished, and all are deemed public warehousemen, governed by the statutory provisions, though failing to comply with some of them, as art. 7821 (Vernon's Sayles' Ann. Civ. St. 1914, art. 7821), as to form and receipts.—*Longwell Transfer v. Elliott*, 267 S. W. 346. Key No. 3.

(Tex. Civ. App.) Provision in contract of warehouseman limiting its liability to \$50 for any piece or package is invalid, under Com-

plete Tex. St. 1920, art. 7824 (Vernon's Sayles' Ann. Civ. St. 1914, art. 7824), prohibiting any limiting of its liabilities or responsibilities as imposed by the laws of the State, as under the law, independent of statute, it is the duty of a public warehouseman to use ordinary care to protect property stored with it, and it is responsible for full damages from failure to do so.—*Longwell Transfer v. Elliott*, 267 S. W. 346. Key No. 24 (7).

(Tex. Civ. App.) Where all the damage to goods stored in warehouse did not occur when they were first wet, but warehouseman permitted them to remain wet for some time, causing them to gradually and progressively deteriorate, their condition when redelivered, rather than just after being wet, was the proper basis for damages.—*Longwell Transfer v. Elliott*, 267 S. W. 346. Key No. 34 (8).

(U. S. Sup. Mich.) Pub. Acts Mich. 1923, No. 209, making persons engaged in transportation of persons or property by motor vehicle on public highways common carriers, held unconstitutional.—*Michigan Public Utilities Commission v. Duke*, 45 S. Ct. 191. Key No. 2.

(U. S. Sup. Mich.) One bound to furnish transportation to public as common carrier must serve all up to capacity of his facilities, without discrimination and for reasonable pay.—*Michigan Public Utilities Commission v. Duke*, 45 S. Ct. 191. Key No. 13 (1).

(Va.) Public warehouses are affected with a public interest and subject to legislative regulation.—*Reaves Warehouse Corp. v. Commonwealth*, 126 S. E. 87. Key No. 1.

(Va.) In granting a certificate of public convenience and necessity to public carriers, State Corporation Commission is vested with sound judicial discretion and its conclusions on facts are prima facie correct and should not be disturbed unless plainly wrong.—*Norfolk Southern R. Co. v. Commonwealth*, 126 S. E. 82. Key No. 18 (2).

(W. Va.) Where goods are in first class condition when delivered to carrier and are afterward delivered by it to consignee in damaged condition, they are presumed to have been damaged by the carrier's carelessness or negligence.—*Carman v. Virginian Ry. Co.*, 126 S. E. 567. Key No. 132.

(W. Va.) Common carrier of goods cannot by contract with owner limit its liability for loss or damage due to its negligence.—*Carmen v. Virginian Ry. Co.*, 126 S. E. 567. Key No. 150.

CONSTRUCTION, REMOVALS, PURCHASES AND CHANGES

O. K. Transfer & Storage Co., Oklahoma City, Okla., has removed to enlarged quarters at 531 West Main Street from 330 West Main Street.

Pioneer Warehouse Co., San Diego, Cal., has removed to Fifth and K Streets from 954 Third Street.

Try-Me Transfer & Storage Co., Huntington, W. Va., has acquired property at Fifth Street and Second Avenue and has tentative plans for erecting a \$35,000 warehouse.

WITH THE ASSOCIATIONS

HERE is presented in tabloid form that Association news that is of *general interest* to the industry as a whole. No effort is made to present complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

N. F. W. A.

IF opposition does not develop, and none is anticipated, at the annual meeting of the National Furniture Warehousemen's Association, to be held at Mackinac Island, Mich., July 8-12, all of the officers will be reelected for another year, as follows:

President, E. B. Gould, secretary Pioneer Warehouse Co., San Diego, Cal.

First vice-president and central division regional director, S. C. Blackburn, president A-B-C Fireproof Warehouse Co., Kansas City, Mo.

Second vice-president and western division regional director, Frank R. Pal-mateer, president Fidelity Fireproof Storage, Los Angeles.

Third vice-president and southern division regional director, William I. Ford, president Inter-State Forwarding Co., Dallas, Tex.

Fourth vice-president and eastern division regional director, Walter E. Sweeting, president Atlas Storage Warehouse Co., Philadelphia.

Secretary, Ralph J. Wood, president Lincoln Warehouse & Van Co., Chicago.

Treasurer, James F. Keenan, president Haugh & Keenan Storage & Transfer Co., Pittsburgh.

Four directors will be chosen, each for a three-year term. Charles S. Morris, president Metropolitan Fireproof Warehouse, Inc., New York, who was the association's president during the first two years of its existence and who has since been a director, will be returned to the board. The other three are newcomers to the directing body—Joseph H. Meyer, president Federal Fireproof Storage Co., Chicago, who is president of the Illinois Furniture Warehousemen's Association; Julian M. Gibson, vice-president New York Storage & Moving Co., St. Louis, who is president of the Missouri Warehousemen's Association; and D. R. Benedict, manager Knoxville Fireproof Storage Co., Knoxville, Tenn., who is secretary of the Southern Warehousemen's Association.

California

J. F. VIZZARD, secretary-manager of the California Truck Owners' Association, with which many warehousemen are identified, has made public a summary of those laws which, affecting the members' interests, were enacted at the

recent session of California's Legislature.

Of sixty bills introduced in Senate and Assembly and dealing with the motor vehicle, six became law and only two of these he considers adverse. One of the two increases the tax on gasoline from two cents to three cents a gallon. The other is the Duval (4 per cent tax) bill.

"Our luck," Mr. Vizzard writes in *Western Truck Owner*, "lay in the lack of real organization on the part of our opponents. The experience of this session shows the vital necessity for a truckman's organization powerful enough both financially and numerically to stand on its own feet."

Connecticut

THE speaker at the May meeting of the Connecticut Warehousemen's Association, held in New Haven, was William T. Bostwick, New York and Jersey City, who is a director of the N. F. W. A., secretary of the New York State Warehousemen's Association and secretary of the New York Furniture Warehousemen's Association. Mr. Bostwick offered suggestions regarding keeping watch on legislation, initiating constructive laws, cooperation among members and association activities.

The Connecticut body voted to share in one-fourth of the expense of the Bridgeport members in running a warehousing booth during Bridgeport's "Progress Week."

Much interest was evinced in the Department of Commerce's booklet on "The Merchandise Warehouse in Distribution." The association voted to distribute twenty-five copies among the members.

Houston

THE Houston (Tex.) Transfer & Storage Men's Association has made public some figures relating to the facilities of its members. They show that the combined floor space operated is nearly 400,000 square feet, taking in merchandise, household goods and cold storage areas. An additional 500,000 square feet could be available when business warranted.

(Continued on next page)

A. W. A.

THE first midsummer meeting of the merchandise division of the American Warehousemen's Association will take place at the Hotel Sherman, Chicago, July 13-14.

This date was selected to facilitate the attendance of those members who are identified also with the National Furniture Warehousemen's Association, which will hold its annual convention at Mackinac Island, Mich., July 8-12.

The Chicago meeting takes the place of summer meeting which the old Central Warehousemen's Club would have held had it not been merged, last December, with the A. W. A.

Pad Marks Pamphlet

The household goods division of the American Warehousemen's Association has had prepared a pamphlet, "Pad Marks on Varnished Surfaces," which is a report on experiments of the Industrial Research Laboratory, Washington, D. C., of which Dr. George W. Coggeshall is director.

John G. Neeser, New York, president of the household goods division, announces that these booklets may be obtained at 25 cents each at the office of the general secretary, Charles L. Criss, 504 May Building, Pittsburgh.

Dr. Coggeshall, after an exhaustive talk on pad imprints on varnished furniture after packing, reaches these conclusions:

First, that warehouse and storage packers of furniture have no control over the nature of the varnish coating materials; the methods of applying the coatings; the age of the coatings after being finished; and the atmospheric conditions while the furniture is packed; but,

Second, that they can control the type of paper in contact with the coatings; the type of pad behind the paper, and the pressures on the pad.

The pamphlet tells why.

Mr. Aspinwall's Book

Mr. Neeser announces also that the book on "Furniture Warehousing in the United States," on which C. A. Aspinwall, president of the Security Storage

Co., Washington, D. C., has been engaged during the past year, is about ready for the press.

"It will be," according to Mr. Neeser, "rather a substantial volume and will contain chapters on the history of the industry, selection of the site, planning and construction, organization, accounting, recording, receiving and stowing, control of insects, taking orders, estimating, cartage, packing, shipping, cold storage, vault storage, rates, insurance and fire and accident prevention, damages and repairs, Warehouse Receipt Act and the future of household goods warehousing.

"It is believed that this volume will be of value to every warehouseman handling household goods and to all those engaged in the cartage business, as well as to packers and forwarding agents."

Houston

(Continued from previous page)

Merchandise storage space ranks first with 239,500 square feet, household goods second with approximately 92,500 square feet, and cold storage third with more than 34,500 square feet.

The association's members have more than \$1,000,000 invested in warehouse and transfer lines, \$978,000 being in buildings and \$132,000 in transport facilities. An average of 300 persons are employed, the payroll exceeding \$400,000 annually. There are 45 motor trucks and 70 horse-drawn vehicles owned by the members, and the warehouses have a combined trackage with a capacity of 67 freight cars.

Massachusetts

THE Massachusetts Warehousemen's Association at its meeting on May 21 presented Anson M. Titus, who retired recently as secretary to join the firm of F. C. Alexander & Co., general contractors of Boston, with a bronze clock as a mark of the association's esteem for his services while in office and in warehouse cost accounting. His cost finding researches, he was told by the organization's president, George S. Lovejoy, Boston, had been of value to the industry throughout the country.

Mr. Titus's successor as secretary, Olin M. Jacobs, was present for the first time in his official capacity.

W. Clive Crosby, president of the Warehousemen's Association of the Port of New York, attended the meeting and told of conditions in New York.

—S. F. Holland.

Missouri

AT the annual meeting of the Missouri Warehousemen's Association, held in St. Joseph in April, officers and directors were elected as follows:

President, Julian M. Gibson, president New York Storage & Moving Co., St. Louis.

Vice-president merchandise division, F. W. Keene, Columbia Terminals Co., St. Louis.

Vice-president household goods division, O. W. Thomas, secretary A-B-C Fireproof Warehouse Co., Kansas City.

Vice-president cold storage division, E. M. Dodds, general manager Kansas City Cold Storage & Warehouse Co., Kansas City.

Secretary (reelected), A. H. Amelung, General Storage Co., St. Louis.

Treasurer (reelected), F. D. Aab, vice-president Springfield Warehouse & Transfer Co., Springfield.

Directors, the association's retiring president, F. R. Long, manager S. N. Long Warehouse, St. Louis, to represent the merchandise division; L. Leritz, L. Leritz & Son, Kansas City, to represent the household goods division; and H. C. Herschman, president Terminal Warehouse of St. Joseph, Inc., St. Joseph, to represent the cold storage division.

The convention was attended by storage executives from Iowa, Kansas, Nebraska, Texas and Missouri.

The advantages of affiliation with the Associated Industries of Missouri were stressed several times through the sessions, the subject being on the program the first day. Elmer Donnell, St. Louis, told of the Association's work and some of the members explained how the Associated aided warehousemen in various ways.

The general program included also a report on the subject of State control by utilities commissions, by W. A. Sammis, Kansas City, who pointed out the effects of such control in various States and urged warehousemen in all branches to give the situation careful thought.

Mr. Sammis had made a brief report, specifically on merchandise warehousing under State supervision, to the merchandise division, and discussion in that division indicated that public utilities control was deemed to have had satisfactory results, for customers and warehousemen, in several States, all concerned being protected and interests advanced. The division is giving serious consideration to this problem and all available facts are being assembled for future use.

At the Merchandise division sessions two of the papers were by American Warehousemen's Association representatives—George A. Rhame, Chicago, executive secretary of the merchandise division, and Chester B. Carruth, Chicago, that division's actuary. Mr. Rhame's paper outlined the division's greater autonomy resultant from the merger of the Central Warehousemen's Club with the A. W. A. Mr. Carruth's paper, on handling cost, and presented scientifically the methods of those costs on large assortments and for numerous customers. D. S. Adams, presiding, gave data and suggestions based on the current tariff of the Illinois Association of Warehousemen. Other speakers included D. M. Harwood, Kansas City, and F. R. Long, St. Louis.

The household goods division sessions had a large attendance and a program that covered many subjects. As usual,

"new stuff" was produced—this time a turn that seemed likely to mean a real movement toward substantial improvement in the condition of shipments from small towns. This subject was discussed following a talk by A. L. Green, special representative of the American Railway Association, on prevention of damage to household goods in freight shipping. Mr. Green outlined the chief causes of claims and made definite suggestions on packing. One reaction to his talk was that the chief source of claims was on shipments from small towns where there were no members of the warehousemen's associations. Mr. Green responded with the suggestion that the association undertake to educate the railroad agents in the small towns not to accept shipments in such condition that claims might arise.

Some Rates Too High

It was pointed out that railroads evidently have never considered household goods shipments desirable business, as they seem never to have solicited this volume. Warehousemen remarked that they were not visited by freight solicitors, and it was generally agreed that railroads appeared to look askance at household goods business. The reason assumed was the proportion of claims arising from such class. But, it was urged, the very large volume in this class surely ought to appeal to railroads—and if it could be made profitable, the railroads could find ways to promote the safety and profitability of the volume. The rates on household goods, which are now apparently excessively high, might be substantially reduced, and the tonnage made exceedingly attractive and profitable, if the railroads were to educate the local agents both to knowledge of proper packing and to insistence on refusal of shipments improperly packed. Such course would force the local packers to greater care, and to study of methods. Information on packing methods is easily available; and this would be sought if local packers were not permitted to assume that their ordinary methods of packing were not acceptable.

Other subjects covered at the household goods sessions included intercity removals, in a paper from S. S. David, Chicago; cost forms on long distance moving jobs, by A. H. Amelung, St. Louis; moth extermination, by Tilden W. Orcutt, St. Louis, who has since died; transit insurance, by Mr. Kramer of Cass & Johansing, insurance brokers; cost accounting, by Julian M. Gibson, St. Louis; general conditions of the household goods branch, by S. C. Blackburn, Kansas City, and competition, by Daniel P. Bray, Kansas City.

Nebraska

AT the annual meeting of the Nebraska Warehousemen's Association, held at the Elks' Club in Omaha in May, officers and directors for the new year were elected as follows:

SINCE the appearance of the list of warehousing trade associations in the 1925 Warehouse Directory, published as part of the January, 1925, issue of *Distribution & Warehousing*, there have been a number of changes in personnel of officers and in addresses, etc., and one new association has been organized.

The record as of date of Jan. 1, 1925, appeared on pages 67 and 68 of the 1925 Directory. For the benefit of owners of the Directory the following subsequent changes and additions are here set down. A complete revised list of all the associations will be published in the 1926 Warehouse Directory next January.

Association	President	Secretary
American Warehousemen's Association	.....	Charles L. Criss (Gen. Sec.), Room 504 May Building, Fifth and Liberty Avenues, Pittsburgh George A. Rhame (Exec. Sec. Merchandise Division), Room 804, Burnham Building, 160 No. La Salle Street, Chicago Ralph C. Stokell (Exec. Sec. Cold Storage Division), Room 804, Burnham Building, 160 No. La Salle Street, Chicago
Canadian Storage & Transfermen's Association	F. D. Gross, 786 Beatty Street, Vancouver, B. C.	.....
Central Canada Warehousemen's Association	C. F. Basil Tippet, 321 King Street, E., Toronto.	.....
Colorado Transfer & Warehousemen's Association	E. G. May, 120 E. Pikes Peak Avenue, Colorado Springs	Edward C. Mason, 949 Walnut Street, Boulder
Grand Rapids Transfer & Storage-men's Association	C. M. Emerson, Michigan Street and Ionia Avenue	.....
New Jersey Merchandise Warehousemen's Association	D. R. Crotsley, 118 Frelinghuysen Avenue, Newark	F. S. Shafer, 600 Ogden Street, Newark
Massachusetts Warehousemen's Association	.....	Olin M. Jacobs, Rooms 1217-18, 40 Court Street, Boston
Michigan Furniture Warehousemen's Association	H. H. Hardy, 430 No. Larch Street, Lansing	R. W. Greenman, 615 E. Sixth Street, Flint
Minnesota Warehousemen's Association	Thomas J. Skellet, 1201 So. Fifth Street, Minneapolis	.....
Missouri Warehousemen's Association	Julian M. Gibson, 2212 Wash Street, St. Louis	.....
National Distributors' Association (Traffic and Sales Mgrs.)	.....	L. E. Roark (Managing Director), Peoria, Ill.
Nebraska Warehousemen's Association	Frank H. Myers, 11th and Jones Streets, Omaha	Charles Knowles, 1107 Howard Street, Omaha
New York, Warehousemen's Association of the Port of	.....	H. I. Jacobson (Mgr.), 291 Broadway
Pacific Coast Furniture Warehousemen's Association	A. J. Gatter, 3625 So. Grand Avenue, Los Angeles	F. M. Brock, 2808 W. Pico Street, Los Angeles
Pennsylvania Furniture Warehousemen's Association	Frederic E. Aaron, Thirty-eighth Street and Powelton Avenue, Philadelphia	.....
Portland (Ore.) Draymen & Warehousemen's Association	.....	Clyde T. Spooner (Mgr.), 704 Dekum Building
South Dakota Motor Truck Association	S. F. Carmean, 224 First Avenue, Watertown	O. H. Shade, 125 So. Lawler Street, Mitchell
Southern California Truck Owners' Association	Henry M. Burgeson, 116 So. Western Avenue, Los Angeles	.....
Southern Warehousemen's Association	J. P. Ricks, Jackson, Miss.	.....
Wisconsin Warehousemen's Association	O. W. Kreutzer, 392 Prospect Avenue, Milwaukee	G. J. Hansen, 120 Jefferson Street, Milwaukee

President, Frank H. Myers, president Mercantile Storage & Warehouse Co., Omaha.

Vice-president, W. W. Koller, vice-president Gordon Fireproof Warehouse & Van Co., Omaha.

Secretary-treasurer, Charles Knowles, manager Fidelity Storage & Van Co., Omaha.

Directors, W. H. Blakeman, Blakeman's Transfer & Storage, Inc., Norfolk; R. A. Ford, president Ford Transfer & Storage Co., Omaha; F. W. Putney, secretary Globe Delivery Co., Lincoln; William Spangenberg, president Grand Island Storage & Forwarding Co., Grand Island.

It was decided to hold meetings monthly hereafter.

New York Port

THE Warehousemen's Association of the Port of New York at its May meeting adopted a resolution that it was "opposed to any requirement that warehousemen report to the police or any other person or body the character and quantity of merchandise offered or received for storage." This memorial is the result of a communication received from the Merchants' Association of New York calling attention to a proposal that such reporting be required from warehousemen.

The association adopted also a resolution setting forth that there should be a provision written into Federal and State laws stipulating that the property of the Port of New York authority not be exempt from taxation. The Port Au-

thority was created by treaty between New York and New Jersey for the declared purpose of reducing freight handling costs into and through the port and it has the power to acquire terminals, warehouses, docks and railroads and to enter business in competition with existing industries and carriers, and it is the contention of the New York Association that the Port Authority's properties should be taxed in exactly the same way as other property is assessed and should not receive special advantages over private operators.

General business conditions were reported as improving, receipts in most cases being considered fair but slow, with labor plentiful. A summary showed that space in the plants of ten companies reporting ranges from 42.4 to 90 per cent occupied.

New York State

AT the fourth annual meeting of the New York State Warehousemen's Association, held June 12-14 at Briarcliff Manor, officers and directors were elected as follows:

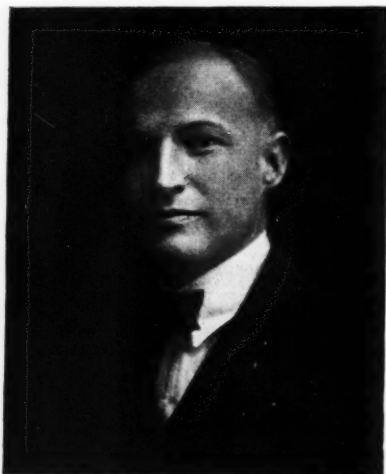
President (reelected), R. M. King, King Storage Warehouse, Inc., Syracuse.

Vice-president, E. J. Tucker, secretary, Monarch Storage & Warehouse Co., Inc., Buffalo.

Secretary (reelected), William T. Bostwick, president, Thomas J. Stewart Co., New York City.

Directors, William R. Wood, secretary Liberty Storage & Warehouse Co., New York, and president of the New York F. W. A.; W. Clive Crosby, president Fidelity Warehouse Co., New York, and president of the Warehousemen's Association of the Port of New York; Joseph W. Glenn, O. J. Glenn & Son, Buffalo; Nathan Bimberg, general manager Joseph Bimberg Sons, Elmira, and president of the Central New York Warehousemen's Club; William Young, Niagara Falls; William J. Connor, secretary Flagg Storage Warehouse Co.,

R. M. King



Re-elected president New York State Warehousemen's Association

Syracuse, and secretary of the Central New York association; Arthur S. Blanchard, president Blanchard Storage Co., Inc., Rochester; Joseph W. Powell, president Cold Spring Storage Co., Inc., Buffalo, and secretary of the Buffalo F. W. A.; E. J. Tucker, president of the Buffalo association; C. A. Winslow, president Winslow Trucking Co., Inc., Watertown; C. A. McKernan, Utica Carting & Storage Co., Utica; Charles D. Strang, president Charles D. Strang, Inc., Brooklyn; James G. Perkins, manager Albany Terminal & Security Warehouse Co., Inc., Albany.

In his report as president Mr. King declared that the development of a State association was the real test of cooperation among competitors. He scored the folly of price-cutting, which, he said, was not justified by cost increases.

Mr. Bostwick, in his report as secretary, anticipated there would be little legislation of interest to warehousing at Albany this year.

Discussion of the report of the uniform methods committee—Charles A. Charde, New York, chairman—brought out that there was no uniform contract covering storage of automobiles, but that the N. F. W. A. was working on one.

Mr. Tucker, in his report as chairman of the legislative committee, reported that the codification committee of the State Bankers' Association was against any changes in the Uniform Warehouse Receipt Act.

Regarding the situation involving a possibility of State regulation of the industry, Mr. Tucker said his committee had considered two suggestions—one, the introduction of a bill patterned on the Minnesota law, and the other that warehousing be under the supervision of the State Superintendent of Banks. Mr. Tucker hoped the incoming legislative committee would continue the inquiry in order that the association might determine whether it desired State regulation and, if so, what should be the method of approach.

Regional reports showed that price-cutting was prevalent in some sections, with business none too good, but with the members generally optimistic as to future conditions in the industry.

The by-laws were adopted to provide for admission to membership of companies in communities where no local associations exist. Heretofore the membership has been made up exclusively of companies identified with the Warehousemen's Association of the Port of New York, New York Furniture Warehousemen's Association, Rochester Truckmen's and Warehousemen's Association, Central New York Warehousemen's Club and Buffalo Warehousemen's Association. No local organization exists at Albany, where a number of prospective members are located.

The convention closed with a banquet, with Charles S. Morris, New York, as toastmaster. The speaker was Seabory C. Mastick, State Senator from Westchester.

In the golf tournament Charles A. Charde, New York, and Louis Strang, Brooklyn, tied with a net score of 77 each. Mr. Charde won the toss-up and received the prize, donated by Howard S. Tierney, insurance man. William H. Jackson, New York, was third, with a net score of 82.

Figures were presented at the convention showing that the State association is represented in the N. F. W. A. by 79 memberships and in the A. W. A. by 56 memberships. The State association members operate in the aggregate an estimated 20,000,000 square feet of merchandise, household goods and cold storage space, and have an estimated total investment of more than \$100,000,000.

Portland, Ore.

THE Portland Draymen and Warehousemen's Association at a recent meeting reelected as president W. H.

Hulburt, president of the Baggage & Omnibus Transfer Co. A. E. Holcomb, East Side Van & Storage Co., was chosen vice-president; G. C. Musgrove, Star Transfer Co., treasurer; and Clyde T. Spooner was retained as secretary-manager. The new directors include A. E. Beard, president of the Oregon Auto-despatch; Raymond A. Chapin, president of the Portland Van & Storage Company, Inc.; R. E. Manning, operating executive of the Manning Warehouse & Transfer Co., Inc., and Peter Pihl, Pihl Bros. Transfer & Storage Co.

Southern

THE Southern Warehousemen's Association held a meeting at the Henry Grady Hotel in Atlanta, Ga., on April 20 and 21 and elected officers as follows:

President, J. P. Ricks, owner Ricks Storage & Distributing Co., Jackson, Miss.

Vice-president, J. L. Wilkinson, secretary Carolina Transfer & Storage Co., Charlotte, N. C.

Secretary-treasurer, D. R. Benedict, manager Knoxville Fireproof Storage Co., Knoxville, Tenn.

Executive committee, A. H. Iney, manager Delcher Bros Storage Co., Inc., Jacksonville, Fla.; T. F. Cathcard, president Cathcard Van & Storage Co., Atlanta; George C. Harris, president Harris Transfer & Warehouse Co., Birmingham, Ala.

Addresses were made by Chester B. Carruth, Chicago, actuary of the American Warehousemen's Association, and Henry Reimers, Chicago, executive secretary of the National Furniture Warehousemen's Association. Mr. Carruth discussed cost accounting and rate making in a talk on "Our Industry's Greatest Evil. The Cause and the Cure." Mr. Reimers in a discussion of "The Value of Associations" pointed out the relative advantages and disadvantages of shipping furniture under a straight bill of lading as compared with the "order notify" method.

A resolution was adopted for a committee of three to be appointed to study the problem of rates on household goods and merchandise with a view to stabilizing and to get members to adopt a tariff that would yield them adequate rates.

Pacific Coast

THE central division of the Pacific Coast Furniture Warehousemen's Association at its meeting at Sacramento on June 6 instructed its delegates to the N. F. W. A. convention at Mackinac to urge the adoption of a 10-cents-per-pound valuation clause, instead of the \$10 per hundred pounds now in common use, with the alternative of a package valuation. John R. Driver, Berkeley, Cal., former president of the Pacific Coast organization, will take the message to the Michigan meeting.

At the Sacramento gathering Emerson Reed, vice-president of the Farmers' and Mechanics' Bank, Sacramento, was the principal speaker. He explained the reasons bankers seemed to be slow in

"My Autocar moved 10 rooms of furniture 180 miles in 10 1/2 hours"



Mr. James Yarbrough of the Liberty Express & Van Co., Hammond, Ind., recently wrote us as follows:—

"Since I have put this Autocar in my service I have derived much advertising benefit from its beautiful and unusual appearance. This one consideration has been of very much value to me in building my business.

"Mechanically, I have found the Autocar better than any truck I have ever owned previously. I am very well satisfied. Gas consumption is lower and oil consumption is negligible compared to others.

"I have just returned from moving ten rooms of furniture from Hammond, Ind., to Grand Haven, Michigan, a distance of 180 miles. The load trip was made in 10 1/2 hours and the return trip in 9 hours. The truck consumed only 42 gallons of gas and no oil was added on the trip.

"As to the life of Autocars, I had enough evidence of this before I bought my own. As yet I have not needed to call on your Direct Factory Branch for service, but know it to be unsurpassed."

The Autocar Company, Ardmore, Pa.

ESTABLISHED 1897

Direct Factory "Autocar Sales and Service" Branches or Affiliated Representatives in

*Albany	*Buffalo	*Detroit	*Los Angeles	*Orlando	*San Francisco	*Tampa
*Allentown	*Camden	*Erie	*Memphis	*Paterson	*San Jose	*Trenton
*Altoona	*Charlotte	*Fall River	*Miami	*Philadelphia	*Schenectady	*Washington
*Atlanta	*Chester	*Fresno	*Newark	*Pittsburgh	*Scranton	*West Palm Beach
*Atlantic City	*Chicago	*Harrisburg	*New Bedford	*Providence	*Shamokin	*Wheeling
*Baltimore	*Cleveland	*Indianapolis	*New Haven	*Reading	*Springfield	*Wilkes-Barre
*Binghamton	*Columbus	*Jersey City	*New York	*Richmond	*St. Louis	*Williamsport
*Boston	*Dallas	*Lancaster	*Norfolk	*Sacramento	*Stockton	*Wilmington
*Bronx	*Denver	*Lawrence	*Oakland	*San Diego	*Syracuse	*Worcester
*Brooklyn						*York

* Indicates Direct Factory Branch

Autocar

gas and electric trucks

EITHER OR BOTH - AS YOUR WORK REQUIRES

lending money on warehouse receipts, and particularly warned all warehousemen to take up the warehouse receipts on delivery of goods to the customer. Mr. Reed surprised those present by listing a number of occasions on which goods had been delivered to owners without taking up the receipts; the owners thereafter had hypothecated the receipts with banks, which were left without security. In such instances, of course, the warehouseman cannot be held responsible, and unless the borrower has property the bank is left "holding the sack."

"Stolen and forged warehouse receipts are not uncommon," Mr. Reed continued, "and many banks have lost money on the so-called 'accommodation' warehouse receipt, which is given by the warehouseman to an honest friend whose credit always has been good, and who needs money for a short time. Usually these receipts are made good, the loan is paid and there the matter ends. But often storms, fire or other acts of Providence intervene, the crop is destroyed, and, unless the borrower is a man of property, once more the bank is out the

Thomas J. Skellet

New president Minnesota
Warehousemen's Association

amount loaned. Men of good standing in their communities frequently are surprised and their feelings hurt when their banker demands time for complete investigation of the warehouse receipts they present, particularly those on grain,

rice, beans, or other crop-products. So many bankers have lost money in so many ways on loans on warehouse receipts, however, that the greatest care must be exercised by the banker before he advances money on such paper. This care and investigation is no disrespect to or distrust of the warehouseman, and he should not consider it in that light."

—H. H. Dunn.

Minnesota

THE Minnesota Warehousemen's Association at its fifteenth annual meeting, held at the Minneapolis Athletic Club on April 17, elected officers as follows:

President, Thomas J. Skellet, president Skellet Company, Minneapolis.

Vice-president, Paul Frenzel, manager St. Paul Terminal Warehouse Co., St. Paul.

Secretary-treasurer, George A. Rhame, Minneapolis.

A. Miller McDougall, president of the McDougall Terminal Warehouse Co., Duluth, addressed the meeting on "Inland Water Transportation and Its Relation to Storage and Distribution."

MASSACHUSETTS TAX IS DECLARED VOID

THE United States Supreme Court recently handed down a decision of interest to distributors and warehousemen when it denied an effort by the State of Massachusetts to tax a corporation doing nothing but interstate commerce so far as the Commonwealth is concerned.

The case was that of the Alpha Portland Cement Co. against the State of Massachusetts. Under the State law a tax was levied against the total value of capital shares of the company attributed to transactions within the State and also the proportion of net income. But the corporation contended that its principal offices were in Pennsylvania, its mills outside of Massachusetts and that, while it kept a Boston office, it did not have a bank account in that city, and that its property there was nothing but office furniture.

The tax challenged by the cement company, Associate Justice MacReynolds said in his opinion for the Court, did not differ materially from that declared unconstitutional in the Cheney case, "and cannot be enforced against a foreign corporation which does nothing but interstate business within the State. The introduction of an extremely complicated method for calculating the amount of the exaction does not change its nature or mitigate the burden."

Justice Brandeis dissented from the majority opinion.

On two other occasions Massachusetts has tried to lay an excise tax of this character and each time the Supreme Court has refused to permit it.

Henry King Dead

Henry King, president of King-Parker,

Inc., New York City household goods warehousemen, died on May 20 after an illness of several days, due to pneumonia. He was 53 years old.

Mr. King had just completed a new warehouse at 231 East Fifty-fifth Street. He was a member of the National Furniture Warehousemen's Association, New York State Warehousemen's Association and New York Furniture Warehousemen's Association.

T. W. Orcutt Dies

TILDEN W. ORCUTT, secretary of the Orcutt Storage, Packing & Moving Co., St. Louis, died recently.

A member of the National Furniture Warehousemen's Association, American Warehousemen's Association, Missouri Warehousemen's Association and Canadian Storage and Transfermen's Association, Mr. Orcutt was widely known in the household goods branch of the public storage industry.

At the Augusta convention of the N. F. W. A. last January he delivered an address explaining the vacuum system which he had invented, designed to destroy vermin in furniture storage plants. This patented vault has since been experimented with successfully by Government experts and Mr. Orcutt was on the verge of merchandising it to the industry under the corporate name of Orcutt Vacuum Systems, Inc.

Mrs. V. H. Kennicott Dies

Mrs. Victor H. Kennicott, wife of the president of the Kennicott-Patterson Transfer Co., Denver, Colo., died recently of acute indigestion. She was 54 years old and is survived by her husband and one daughter. Mrs. Kennicott was widely known in club activities in Colorado.

GRISWOLD & WALKER AND SIBLEY COMBINE

ANNOUNCEMENT is made in Chicago that two of the largest merchandise warehouse companies in that city consolidate, effective July 1. They are Griswold & Walker, Inc., and the Sibley Warehouse & Storage Co., and they will operate under the name of the former with executive offices at the Griswold & Walker plant at 1525 Newberry Avenue. The new company is capitalized at \$300,000.

Under the merger Roy C. Griswold continues as president. Wellington Walker, treasurer of Griswold & Walker, Inc., becomes vice-president. S. H. Verrall, president of the Sibley company, becomes treasurer, and H. H. Smith, general manager of the Sibley firm, secretary of the new company.

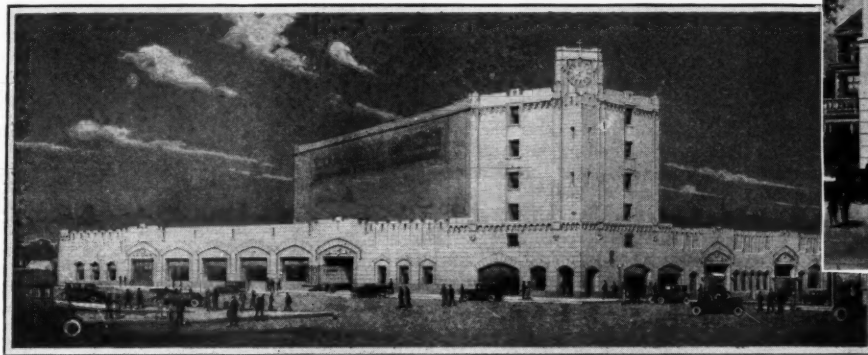
The Griswold & Walker interests will specialize in merchandise storage and distribution, U. S. Customs and Internal Revenue bonded storage, motor truck delivery, parcel post distribution, trap car reshipping, field warehousing and pool car distribution.

The Sibley company was established in 1895 and has been operating two merchandise warehouses with a total of 270,000 square feet. Griswold & Walker, Inc., was established in 1910 and has been operating about 330,000 square feet.

J. W. Stern Dead

J. W. Stern, president and manager of Wilson Bros. Co., Inc., household goods warehousemen of San Francisco, died on May 14. Born in Germany 72 years ago, he came to America at about the age of twenty and had been identified with the furniture.

Two New Kingsley Warehouses



8 Kingsley Warehouses Now Under Construction

Coakely Bros., Milwaukee
Atlas, Philadelphia
Advance, Philadelphia
Burns & Nellis, Brooklyn

Thomas Bros., Brooklyn
Evanston Fireproof Ware-
house, Evanston, Ill.

Blakeslees Storage Ware-
houses, Chicago
Tufts Express and Van Co.,
Chicago

The constant growth of Kingsley Warehouses is due to the fact that George S. Kingsley combines the understanding of the Warehouseman, the Engineer, the Architect, the Builder.

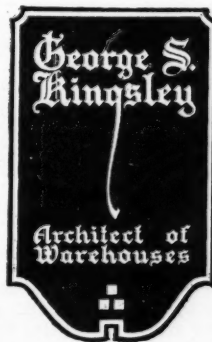
It is this rare combination of experience and training that accounts for the constantly growing list of Kingsley built warehouses.

Some clients have as many as eight plants—all Kingsley designed and constructed.

There is not a phase of the Warehouse Building Industry from beautifully designed exteriors to maximum amount of available storage space, that is lacking in the service rendered by Kingsley.

After all—satisfied owners mean more than anything else. There are a great many of these throughout the Industry—all made satisfied by Kingsley Service.

You will be served equally well. A consultation involves no obligation.



George S.
Warehouse

Kingsley
Architect

109 N. Dearborn St., Chicago, Ill.

1452 Broadway, New York City

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

CLAIMS ON FREIGHT LOWEST SINCE 1917

EXPENDITURES in 1924 of the United States and Canada because of loss or damage to freight while in transit were the smallest for any year since 1917, although the volume of freight traffic carried by the railroads has been constantly increasing, according to a report filed by the Committee on Freight Claim Prevention with the thirty-fourth annual convention of the Freight Claim Division of the American Railway Association, which convened on May 22 in Kansas City.

Of the total paid, \$28,488,128, or 59 per cent, was due to damage to freight while in transit, while \$12,166,818, or 25 per cent, was due to loss of freight. Claims aggregating \$7,607,597, or about 16 per cent, were paid by the railroads growing out of delays to freight while en route.

Loss and damage claims presented to the railroads during the past year totaled 2,498,790, a decrease of 335,194, or 11.8 per cent, compared with the number filed in 1923. Unadjusted claims carried over from 1924 were 23 per cent less than the number pending at the close of 1923.

Of the total loss and damage bill paid by the railroads during 1924, 15.8 per cent was due to delays to shipments made in refrigerator cars, approximately three-fourths of which applied to fresh fruits and vegetables. For fresh fruits and vegetables alone, loss and damage claims totaled \$12,058,003, an increase of about \$1,960,000 compared with 1923. Car lot shipments of fresh fruits and vegetables in 1924, however, were the greatest on record, exceeding by 23,142 cars, or 2.6 per cent, the year before, which marked the previous high point.

1924 Improvement Noted

Current reports indicate an improvement for 1924 compared with 1923 in the handling of these commodities, with less delay and rough handling. The report recommended that means be adopted by the carriers and shippers to prevent delays on this class of traffic.

Breakage of eggs during the past year cost the railroads \$723,085 an increase of \$111,465, or 18 per cent, over the preceding year. This increase may largely be explained by the failure of shippers to pack their eggs properly. In an effort to reduce such claims, the Committee on Freight Claim Prevention, in cooperation with the United States Department of Agriculture and the American Railway Express Company, is conducting extensive tests to determine the best method of packing eggs for transportation.

Freight claim payments due to the theft of commodities while being transported by the railroads showed a marked increase in 1924 compared with the preceding year. Such claims paid by the railroads during the past year amounted to \$2,222,608, a reduction of \$894,876, or nearly 29 per cent, compared with the amount paid in 1923.

The carriers have received the fullest cooperation from the shipping public, it was said, in studying ways and means for preventing loss and damage.

Theft Restriction Act

President Coolidge has signed a bill which, enacted by both branches of Congress, amends the Carlin Act (27 Stats. 670) by extending the Act's provisions to thefts from wagons, trucks, automobiles and other vehicles used in connection with shipments moving in interstate commerce.

Thus a theft of express matter from wagons or trucks of an express company is brought within the scope of the new statute. Station houses, depots and platforms are defined as including private stations and loading platforms of persons, corporations, etc., having custody of freight, express and baggage moving in interstate commerce. The waybill covering shipments is *prima facie* evidence as to their interstate character. (S. Rept. No. 389.)

The bill, House Resolution 4168, introduced by Representative Dyer of Missouri, amends the Act entitled "An Act to punish the unlawful breaking of seals of railroad cars containing interstate or foreign shipments, the unlawful entering of such cars, the stealing of freight and express packages or baggage or articles in process of transportation in interstate shipment, and the felonious asportation of such freight or express packages or baggage or articles therefrom into another district of the United States, and the felonious possession or reception of the same."

Highland Park Co. Situation

The filing of notice of dissolution, under Illinois State laws by the "Highland Park Fireproof Storage Co.," as announced in the May issue of *Distribution & Warehousing*, was, it transpires, only a formal legal move in connection with the development of the property by the Iredale Fireproof Warehouse Co., Inc., operating at Evanston and Winnetka, Ill.

It will be recalled that the Iredale company purchased the "Highland Park Fireproof Storage Co." in February, 1924, reorganized it, and incorporated it under the name of the Highland Park Transfer & Storage Co., Inc. Accordingly the recent dissolution notice by the earlier Highland Park firm does not affect in any way the activities of the present Highland Park company, which under Iredale control will continue to do business under its new name.

Forwarding, Peoria to Chicago

The Illinois Motor Forwarding Co. has been organized in Peoria, Ill., and has placed motor trucks in service for transporting merchandise between Peoria and Chicago. Terminals are being established in Peoria and other cities, and midnight-to-noon trips are promised.

WILL ADVANCE MONEY ON GOODS IN STORAGE

WALTER E. SEELEY, formerly president and general manager of the Union Terminal Warehouse Co., which he organized at Los Angeles in 1916, and his brother, R. Perry Seeley, have organized the Seeley Guaranty Co. for the purpose of making advances, at reasonable rates, on merchandise stored in public warehouses. The new company has been incorporated for \$300,000.

An authorized announcement states that, although Los Angeles banks loan on a great many warehouse receipts representing various commodities, the warehouse receipt is not readily acceptable as security for loans. This, it is stated, is because it is necessary to investigate the warehouse company issuing the receipt, as well as to determine the quantity, quality, grade and condition of the merchandise.

All warehouse receipts offered for rediscount, the statement says, or the sale of certificates issued against warehouse receipts, will be guaranteed as to quality, quantity, kind and value by the Seeley Guaranty Co. The commodities on which loans will be solicited are grain, cotton, wool, vegetable and mineral oils, canned fruits and vegetables, dried fruits, sugar, beans, metals and all non-perishable staples.

R. Perry Seeley resigned from the bond department of the Harris Trust & Savings Bank of Chicago, after having represented that institution in Los Angeles, to enter the new field of financing with Walter E. Seeley. The former spent several months traveling in Europe and in eastern States assembling information from leading banks and warehouse companies.

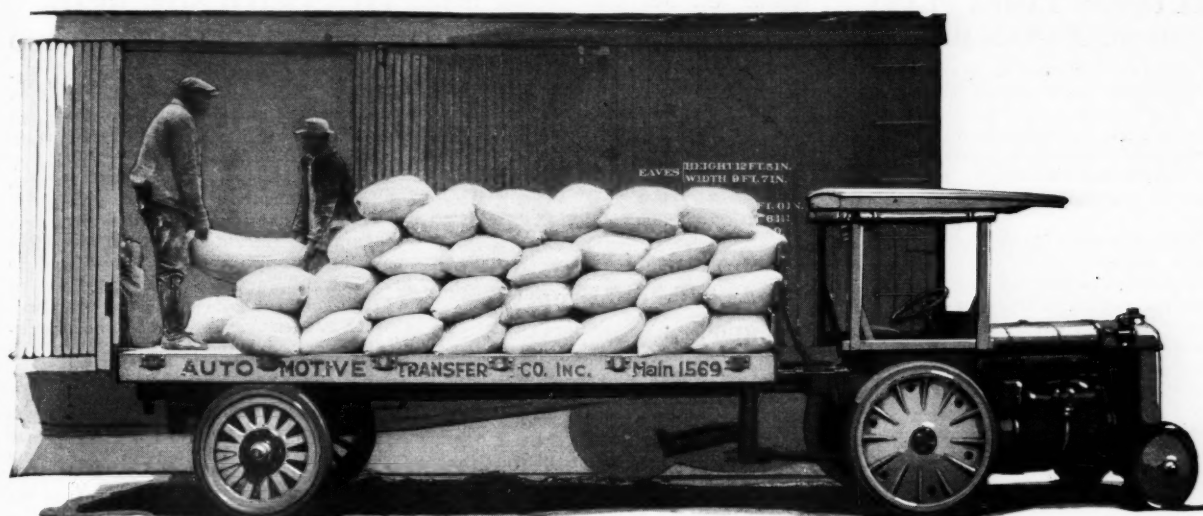
Lovejoy a Quincy Director

At the recent annual meeting of the stockholders of the Quincy Market Cold Storage & Warehouse Co., Boston, George S. Lovejoy, who for the past nineteen years has been manager of the general storage department, was elected a director.

Widely known in public warehousing, Mr. Lovejoy has been identified with the industry for nearly fifty years. He is a past president of the American Warehousemen's Association and is president of the American Chain of Warehouses and of the Massachusetts Warehousemen's Association. For a number of years he has been engaged in legislative activities on behalf of the national and State organizations, in cooperation with Government and Interstate Commerce Commission officials.

Aspinwall an Army Major

Clarence A. Aspinwall, president of the Security Storage Co., Washington, D. C., has been appointed Major in the Reserve Corps, U. S. A., as a staff specialist on warehousing activities. He is attached to the office of the Assistant Secretary of War.



Put Your Trucking On A Lower Cost Basis

The tendency of operating costs to mount upward at the expense of net profits calls for constant vigilance to keep them down.

In the express and transfer business, trucking costs are frequently the cause of much wasted money, but the results reported by many similar concerns controlling them show how economically this department of the work can be handled.

The Automotive Transfer Co., of Memphis, Tenn., had a job recently in which 60 tons of sacked salt were unloaded from freight cars, hauled two miles and stored in a warehouse. Two Fordsons and four men handled the job in one day at a cost of only \$17.25.

Heavy hauling work of this nature is being done every day with Fordsons and what others are doing you can do also. Your local Authorized Ford Dealer will help you. His services are at your disposal and you can call on him for such help as you wish.

Fordson Tractor, \$495 f. o. b. Detroit

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CARS • TRUCKS • TRACTORS

JULY 13TH TO 18TH IS FORD TRUCK DISPLAY WEEK

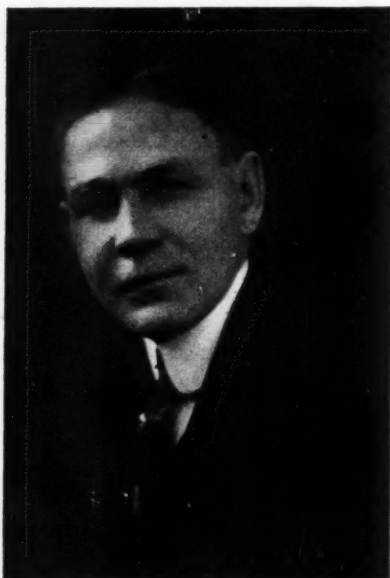
This week Authorized Ford Dealers everywhere throughout the United States will have on display and be prepared to give demonstrations of all types of Ford-built truck bodies. It is an exceptional opportunity to learn how Ford equipment can bring a new economy into your business. You are invited to take advantage of it.

LEE OPENS TAMPA PLANT WITH BUCHANAN MANAGER

THE Lee Terminal & Warehouse Co. has been organized at Tampa, Fla., and has been in operation since June 1, with William J. Buchanan, widely known in the public storage business because of his application of freight rate knowledge to practical warehousing, as manager.

While the new Tampa company is entirely separate from the Currier-Lee Warehouse Co., Chicago, the officers and principal stockholders of the Currier-Lee firm will be in control. The Tampa warehouse is served by the city's terminal switching railroad and is located on the waterfront, with dockage for the largest ocean steamships. The Bull Line Steamship Co. of Baltimore has through freight services every week from Baltimore, landing the freight in the Lee

William J. Buchanan



Appointed manager of Lee Terminal & Warehouse Co., Tampa, Fla.

warehouse, and the Mallory Line vessels dock one or two blocks distant.

According to J. E. Lee, president of the Currier-Lee company, business at the Tampa plant is developing fast, with prospects bright for future patronage.

Mr. Buchanan resigned as manager of traffic for Griswold & Walker, Inc., Chicago warehousemen, to go to Tampa as manager of the Lee plant there. He is chairman of the traffic and transportation committee of the American Warehousemen's Association, of the merchandise division of which Mr. Lee is president. Several years ago Mr. Buchanan wrote the brief which the American Warehousemen's Association filed with the Interstate Commerce Commission on the subject of readjustment of freight rates with respect to the spread between

carload and less than carload traffic. More recently he and Mr. Lee together submitted to the I. C. C. a memorandum suggesting lines of investigation pertinent to a freight rate inquiry which the commission will make under authorization by Congress, as explained elsewhere in this issue of *Distribution & Warehousing*.

Stored Stocks No Longer Taxable in Minnesota

SHIPPERS' goods in storage in public warehouses in Minnesota are no longer subject to taxation. The Governor of Minnesota has signed a bill which repeals Chapter 527, Laws of 1921, entitled "An Act providing for the Listing for Taxation, by Warehousemen, of Goods in Storage as of May 1, and providing penalty for failure to list."

Minnesota warehousemen, through the Minnesota Warehousemen's Association's legislative committee headed by Thomas J. Skellet, Minneapolis, now the association's president, presented arguments at hearings of the tax committees of both branches of the State Legislature, and his contentions convinced the legislators that Minnesota warehousemen had suffered to considerable extent during the four years the statute was on the books. Arguments were presented also showing that the law was unjust and discriminating.

Chicago Terminal Expands

The Chicago Junction Terminal Building Co., the president of which is Thornhill Broome, president of the Midland Warehouse & Transfer Co., Chicago, has purchased from the Central Manufacturing District of Chicago the five-story and basement building, containing 345,000 square feet of floor space, on Pershing Road between Canal Street and Normal Avenue. A new unit, to cost \$600,000 and to contain 180,000 square feet of space, is to be built within the next five years. Elmer Erickson, vice-president and general manager of the Midland company, and H. F. Wuehrmann, vice-president of the Midland, hold similar offices in the Terminal Building Company.

Owen a Westland V. P.

Le Roy D. Owen has been elected a vice-president of the Westland Distribution & Storage Warehouse Co., Los Angeles. He was formerly assistant to the president, H. E. Poronto, and was located at the company's Chicago office, 1305 First National Bank Building. He is succeeded in Chicago by W. E. Reynolds, formerly of the staff of the *Central Manufacturing District Magazine*.

FITZGERALD NOW HEADS DEPUE CO. OF 'FRISCO

THE Associated Terminals Co., DePue Warehouse Co., Occidental Forwarding Co. and Worthington & Co., all of San Francisco, consolidated their offices on the second floor of the Bay Building, Market and Second Streets, effective June 1.

The DePue company has been reorganized. Gerald FitzGerald, president of the Associated, which is operated by the Union Terminal Warehouse Co. of Los Angeles, has been elected president. W. E. Jones, vice-president and operating executive of the Associated, has been elected vice-president of the DePue company.

The Associated has completed plans for a wide expansion of the warehousing business, in addition to going extensively into stevedoring operations, and Thomas James, former operating manager of the Pacific Mail Steamship Co., has been named traffic manager of the Associated.

The DePue company has four warehouses—the Oriental, Mission Bay, Sunset and Reno plants—in San Francisco and operates twenty-nine others in the Sacramento Valley.

New Dallas Project

It is announced by the Morgan Warehouse & Commercial Co., recently organized in Dallas, Tex., that its plans for the construction of new industrial plants in Dallas, upon property situated between the Missouri, Kansas & Texas and St. Louis Southwestern railroads, call for an expenditure of \$2,000,000. The improvements will consist of a cold storage warehouse and seven other commercial and factory units. The buildings, which are already under way, will be of reinforced concrete and four and five stories.

The cold storage plant will be finished about Aug. 1, according to Samuel T. Morgan, president of the company. The seven remaining units will be modern fireproof buildings with a total floor space of 250,000 square feet and all served by private switch tracks. The vice-presidents of the company are Thomas F. Keely of Chicago and Heber Page of Dallas. Harry K. Maas of Dallas is secretary-treasurer.

New San Bernardino Company

The San Bernardino Warehouse & Storage Co. has been organized in San Bernardino, Cal., with George Herz as president, W. S. Shepardson as vice-president, Lawrence T. Platt as secretary and John E. Suverkrup as treasurer. The company announces that a \$175,000 three-story bonded warehouse, of reinforced concrete, will be built. The structure will have Southern Pacific and Pacific Electric railway spurs and possibly a Santa Fe railroad spur. If business warrants, two stories will be added. The business will be merchandise warehousing and distributing.

Warehousemen know the value of Kelly Kats

The successful warehouseman or freight truck operator knows—better than anyone else—the vital necessity for a truck to keep going if it is to be a "money earning truck." There are no profits in an idle or a stalled truck.

Kelly Kats keep trucks on the move—Kelly Kats travel with ease over the worst roads in the worst weather. The best informed, most progressive warehousemen know that today, and they use Kelly Kats—many of them exclusively.

The long life of the rugged, durable, dependable Kelly Kat also makes it the most *economical* tire for the warehouseman. The most successful men in the business know that, too.

***There are no Caterpillar
tires but Kelly Kats***

KELLY-SPRINGFIELD TIRE CO.
250 West 57th Street New York, N. Y.



Truck owners in every line of business find Kelly Kats dependable, because no matter what the road conditions, they always deliver their loads promptly and safely.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

G. H. STODDARD DIES; REFRIGERATION PIONEER

GEORGE H. STODDARD, treasurer of the Quincy Market Cold Storage & Warehouse Co., Boston, and treasurer of the Boston Terminal Refrigerating Co., East Boston, died on May 19 after a short illness of pneumonia. He was 70 years old.

A native of Plymouth, Mass., Mr. Stoddard was recognized as a pioneer in the modern science of refrigeration and was for years known as "the dean of the cold storage men in America." He was one of the men whose inventive genius laid the foundation of the whole great cold storage industry, having devoted his entire life to the development of refrigeration. His lifetime spanned the transition from the era of crude freezing by salt and water to the universal use of artificial refrigeration upon which rests the development of transportation and preservation of once-perishable products.

Mr. Stoddard saw the Quincy Market company grow from small beginnings to a foremost position in the refrigerating business, and in the uncertain days of the firm's development he was the impelling force, the brains and the research of its research and mechanical staffs. He trained others of the leaders in the new art of refrigeration, and he long ago gained recognition as ranking member in that economically important branch of modern engineering. He was selected by the American Association of Mechanical Refrigerating Engineers to represent this country at the first international convention on refrigeration, at Paris ten years ago.

Quincy's Early Manager

Born in 1855, Mr. Stoddard was graduated from the Massachusetts Institute of Technology in 1875. His interest in the then almost unknown application of science to refrigeration led to his appointment, in 1881, as manager of the first company formed in Boston to use artificial refrigeration. It was the Mechanical Refrigeration Co., a pioneer in the new field; the venture was doomed to failure, but not without laying the groundwork on which others soon began to build.

In 1889 Mr. Stoddard organized the Faneuil Hall Cooling Co., which, the next year, was united with the Quincy Market company. He was made manager of the consolidated interests, and while in that position he designed and developed machinery of refrigeration as well as heading the mechanical and investigational work that had to precede business growth. His experimenting in refrigeration won him renown among engineers. In 1900 he became the Quincy Market company's treasurer after its reorganization.

Funeral services were conducted on May 22 at his late home, 197 Beacon Street, the Rev. William H. Van Allen officiating. As a mark of respect the Quincy Market company closed its offices during the time of the services.

The Massachusetts Warehousemen's Association, of which Mr. Stoddard was a member, adopted at its May 21 meeting, on motion of John L. Nichols, treasurer of the Merchants Warehouse Co., Boston, a resolution of which the following is a part:

"Among cold storage men everywhere Mr. Stoddard was recognized as the dean of the profession, and his advice of counsel carried unusual weight with all who knew him. Of a retiring nature, he always refused to appear in the limelight. Never aggressive, he nevertheless fought courageously for what he believed to be right and for the best interests of the industry and his company. Those who really knew the man feel that they have lost a kindly, loyal friend, and the cold storage industry a pioneer and one of its ablest minds."

George S. Lovejoy, president of the Massachusetts and manager of the Quincy Market company's general storage department, told the members at the meeting:

"Mr. Stoddard has probably contributed more than any other one man toward bringing the Quincy Market company to its present position as one of the largest and most progressive companies of its kind in the world. He was a man possessing great and unusual talents. He was a competent constructing and mechanical engineer, an able financier, and possessed a sound and practical knowledge of business law."

Elston Company Expands

Frank S. Elston, proprietor of the Elston Packing & Storage Co., Grand Rapids, Mich., has purchased, for a consideration said to be approximately \$160,000, the packing and storage business of the Helmus Brothers, of the same city. The property acquired includes the Helmus warehouse at Wealthy Street and Diamond Avenue, S.E.; eleven motor trucks and three six-horse wagons. The building contains about 55,000 square feet of floor space, and gives Mr. Elston a total of more than 140,000 square feet.

Under the terms the Elston company takes over the Helmus contract with the Government for a postal sub-station.

Prohibition Damage Suits

Elmer C. Potter, prohibition director, and Onslow W. Comstock and Arthur H. Crabtree, prohibition agents, all in the Boston territory, were named as defendants in suits filed recently in the United States Court in Boston by Carl Ullman & Co., New York.

The plaintiff alleges that a quantity of hops, valued at \$1,301, was seized under a Federal search warrant and were spoiled as a result of being stored in a damp cellar at one of the public commercial warehouses in Boston.

The two suits are said to be the first of their kind brought against prohibition officials for alleged misuse of property confiscated in the enforcement of the national prohibition Act.

WAREHOUSE ROBBED OF \$30,000 WORTH OF TIN

ROLLING hand trucks over a carpet to blanket the noise from a watchman outside, thieves on May 17, a Sunday, stole 533 blocks of pig tin, valued at \$30,000 and weighing nearly twenty-nine tons, from a storage building of one of the public merchandise warehouse companies in New York City. So certain were the robbers of their success that they paused to have sandwiches and coffee during their operations.

The tin was the property of the Peerless Tube Co., Bloomfield, N. J.; the American Metal Co. and two other companies. It was stored in the cellar of the building.

The invaders broke into the warehouse by knocking a six-foot hole through a fifteen-inch wall at the main floor in the rear. A vacant stable faces the rear, and it is believed that the thieves backed a motor truck into the stable and loaded their loot there.

When the robbers had reached the main floor, they ripped up the flooring and descended into the cellar. A watchman was on guard at the front of the warehouse, so the thieves stretched a long strip of carpet, such as is used at weddings, and wheeled the blocks of tin to the aperture in the flooring, hoisted it to the main floor with a block and fall, and then passed it out through the hole in the wall. They left the carpet behind them and the robbery was discovered on Monday morning.

Twenty-five tons of the tin, or nearly 60,000 pounds of metal worth \$26,000, was the property of the Peerless Tube Co. The latter has informed *Distribution & Warehousing* that it has offered a reward of \$1,000 "for information that will lead to the recovery of the metal."

Spencer Heads Dakota Company

At the recent annual meeting of the stockholders of the Dakota Warehouse Co., Watertown, S. D., Dr. L. S. Spencer was elected president, succeeding Don Livingston, who was chosen one of the directors. S. F. Carmean was elected secretary.

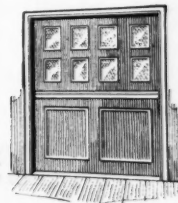
To meet the demand for additional space, a story will be added to one of the company's warehouses, and local business interests are taking up a new block of stock in order to finance the expansion.

Fidelity Transfers Goods

The Fidelity Storage & Transfer Co., St. Paul, Minn., is consolidating its merchandise storage business in its warehouse B, at 95-101 Fairfield Avenue. The company's Viaduct building, at 563-573 East 3rd Street, containing 70,000 square feet of floor space, which the Fidelity has operated for several years, in the Northern Pacific Railway yards, is being razed to make room for enlargements of the carrier's coach yards and an extensive system of commissary supply buildings.

Quality Seeks Company

Peelle Kalamein
Panelled Counter-
balanced Door



PEELLE

COUNTERBALANCED - TRUCKABLE

Freight ELEVATOR DOORS

MODERN industry is the mirror of efficiency. Lost motion, waste of time or labor have no part in its conduct. That PEELLE Freight Elevator Doors meet with the most exacting standards of modern industry is evidenced by their invariable specification in the foremost industrial buildings and plants of the country.

Counterbalanced in operation, possessing many unusual features, PEELLE Doors assure a maximum of freight elevator efficiency. Let us send you the PEELLE Catalog.

THE PEELLE COMPANY
BROOKLYN, N. Y.
Boston, Chicago, Cleveland, Philadelphia
and 12 other cities

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

SUPREME COURT DEFINES ASSOCIATIONS' RIGHTS

(Concluded from page 16)

official publication of the Chamber of Commerce of the United States, as establishing definitely that *bona fide* collection of statistics of the sort the Court had before it and their dissemination to the public as well as to members of trade associations does not mean, without more, that there is a violation of the Sherman Act.

The magazine goes into the efforts of the Chamber to obtain from administrative officials a statement that statistics of the kind which had been proposed in a referendum vote of the Chamber's membership, and says that the statement has now been made, but by the Supreme Court itself.

When misunderstanding arose over the decision in the hardwood case the Chamber took up the situation, it is pointed out, and named a representative committee to survey the activities of trade associations.

"This committee," it is set forth, "after recording a great variety of trade association activities, the general benefit of which no one could very well challenge, went straight to the general subject of statistics. It expressed the view that trade associations should be able to collect statistics of capacity, production, stocks, sales, and prices received in closed transactions, and that trade associations should make such statistics as available to the public and to Government officials as to their own members.

"Such statistical activities the committee said it was confident 'not only do not run in contravention of laws respecting restraints of trade but actively encourage and develop trade.' The committee's point of view was overwhelmingly supported by the organizations in the Chamber's membership, to which the report was submitted for a referendum vote.

"The Chamber has since endeavored to have its position clearly understood in the hope that an authoritative statement might be forthcoming to make it clear that statistics of the sort the Chamber stood for are not unlawful. Failing such a statement, the Chamber would probably have appealed to Congress.

"That statement has now been made, but by the Supreme Court, and not by an administrative official.

"According to the doctrine now laid down by the Supreme Court, *bona fide* collection of statistics of the sort it had before it and their dissemination to the public as well as to the members of the association does not mean, without more, that there is a violation of the Sherman Act. If the statistics are made the basis of an agreement, however, or, to quote the Court itself:

"We realize that such information gathered and disseminated among the members of a trade or business may be the basis of agreement or concerted action to lessen production arbitrarily or to raise prices beyond the levels of pro-

duction and price which would prevail if no such agreement or concerted action ensued, and those engaged in commerce were left free to base individual initiative on full information of the essential elements of their business. Such concerted action constitutes a restraint of commerce and is illegal."

"For this reason, the Supreme Court said that the hardwood and linseed cases were correctly decided, on the ground that in each of them there was evidence of concerted action to misuse statistics."

N. Y. WAREHOUSEMEN LOSE PIER STORAGE CASE

SUPREME COURT Justice Lydon of New York County has handed down a decision denying the application of the Warehousemen's Association of the Port of New York for a mandamus order requiring the city's Commissioner of Docks to prevent the Pan-American Wharfage Co., Inc., from using piers 12 and 13, Staten Island, as warehouses, and requiring the commissioner to cause the removal of merchandise there stored. The Pan-American company has been operating the two piers on a revocable permit basis and in connection with such operation has been storing imported sugar on the second stories under warehouse permits granted by the Federal Government.

During a hearing before Justice Lydon, Charles J. Nehrba, attorney for the warehousemen's association, argued that a bonded warehouse was being operated, and that the concern operating it was connected with the New York Sugar Exchange and so was able to deal in sugar on the Exchange. He quoted laws prohibiting the city from leasing its piers for storage purposes and asserted that because the dock commissioner has failed to enforce this law the mandamus suit was necessary.

The general broad contention by the warehousemen's association was that city-owned piers were being used as storage warehouses in unfair competition with privately-operated warehouses.

Paul Frenzel Weds

Paul W. Frenzel, manager of the St. Paul Terminal Warehouse Co., St. Paul, was married at Davenport, Iowa, on June 6 to Miss Paula Jeanette Schlegel, daughter of Mr. and Mrs. Carl Edward Schlegel of Davenport.

Mr. Frenzel and Miss Schlegel first met at the Davenport convention of the old Central Warehousemen's Club in the summer of 1924.

Electric Truck Studies

The Society for Electrical Development, 522 Fifth Avenue, New York, has engaged C. P. Shattuck, formerly field and technical editor of *The Commercial Car Journal*, to make an intensive study of the use of electric trucks in reducing city delivery costs.

CONVICTION IN CASE OF DUPLICATED RECEIPTS

DUPLICATION of merchandise warehouse receipts is involved in a Brooklyn situation of interest generally to the public storage industry.

The Supreme Court in Kings County (Brooklyn), N. Y., on June 17 convicted Joseph Reiter, head of the bankrupt Federal Food Stores Co., a stock corporation, of grand larceny in the first degree. The verdict was reached within ten minutes after Justice William F. Hagarty had presented the case to the jury for consideration. Reiter's attorney gave notice of an appeal from the verdict.

The specific charge against Reiter was that he had obtained a loan of \$25,000 from the Brooklyn Trust Co. on certain warehouse receipts amounting to \$32,000, of which \$14,000 worth were declared to be fraudulent, being duplicates of receipts for merchandise in storage.

The most damaging testimony against Reiter's part in the use of the receipts was given by Theodore Ficke, Jr., president and treasurer of the Theo. Ficke Warehouses, Inc., a Brooklyn merchandise warehouse company. It was from this warehouse that the receipts were issued.

Ficke a Witness

Ficke, who was indicted with officers of the Federal Food Stores Co., admitted his part in the issuance of the duplicate receipts, and then testified for the prosecution. He testified he had made three refusals to issue duplicate receipts, and finally had complied and issued them at the request of Reiter.

How many duplicate warehouse receipts were issued and their total amounts were not brought out in Reiter's trial. Assistant District Attorney Cuff handed four receipts to Ficke and asked him if they represented one or different lots of merchandise. Ficke answered: "They all describe the same lot of merchandise. They are duplicates."

These were receipts put up for loans with the Midwood Trust Co., Brooklyn Trust Co., Financial Consultants Corp. and Masco Financial Co. Ficke said he had not benefited a penny by issuing the duplicate receipts, but did so on Reiter's plea that the latter wanted to strengthen his chain store credit and influence investors in the business.

Reiter's brothers, Samuel and Louis Reiter, and L. B. Evans, an auditor of the company, are to be tried on similar charges.

At the time of the failure the Federal Food Stores Co. was operating a chain of 200 retail grocery shops in Brooklyn, Queens and Long Island. Its liabilities were estimated at \$4,000,000, with assets of less than half that amount. A score of banks and other financial institutions have claims aggregating about \$1,500,000.

Selden Motor Trucks

Ideal for Long Distance Hauling



Performance and Appearance Created the Big Demand

For these snappy 6-cylinder models which have abundant power and speed without vibration, distinctive appearance, and are dependable and economical in operation.

PACEMAKER

For speedy, light duty service

1¼-ton capacity; 6-cylinder 55½ H.P. Continental motor; complete electrical equipment; pneumatic tires front and rear; front and rear fenders with full length running boards and splash aprons; cam and lever steering gear. Standard loading space 9 ft., special long 12 ft.

ROADMASTER

For speedy, medium heavy duty service

2¼ tons capacity; 6-cylinder 72 H.P. Continental motor; complete electrical equipment; pneumatic tires front and rear; cam and lever steering gear, 4-speed transmission, and radius rods. Standard loading space 10 ft., special long 14 ft.

**"Specialized Transportation Equipment for
Every Haulage Need."**

SELDEN TRUCK CORPORATION ROCHESTER, N. Y.

NEW YORK BRANCH:

Van Alst Ave. & So. Jane St., Long Island City

BOSTON BRANCH:

1121-1123 Commonwealth Ave.



CONSTRUCTION, REMOVALS, PURCHASES AND CHANGES

Albany Terminal & Security Warehouse Co., Inc., Albany, N. Y., has purchased for \$75,000 the Union Traction Co.'s former power station at Gansevoort and South Pearl Streets and will, it is understood, remodel the building as a warehouse.

Atlas Storage Warehouse Co., Philadelphia, has awarded a general contract for the construction of its 8-story reinforced concrete household goods warehouse at Fortieth and Walnut Streets.

Boston Storage Warehouse Co., Boston, has completed an addition which gives it 80,000 square feet additional floor space. An addition completed last fall contains 85,000 square feet.

Carstensen Transfer Co., Clinton, Iowa, is planning a 1-story and basement on its present site, 25 by 80 feet, to cost about \$17,000.

Catalina Storage & Warehouse Corp., Wilmington, Los Angeles, Cal., is planning a 2-story warehouse on a site 60 by 250 feet, designed to carry two additional floors to be erected later. The initial structure will cost about \$50,000.

City Transfer & Storage Co., Ocean-side, Cal., has removed to new offices on Tremont Street between Second and Third Streets.

Colorado Transfer & Warehouse Co., Pueblo, Colo., announces that M. M. Moretti is now secretary in succession to H. R. Isley.

W. Lee Cotter Warehouse Co., Akron, Ohio, is considering plans for rebuilding the portion of a warehouse recently wrecked by fire. The work is estimated to cost \$25,000.

Dakota Warehouse Co., Watertown, S. D., is planning to add a story to one of its storage buildings.

D. Driscoll Trucking Co., Geneva, N. Y., is planning a storage warehouse on Seymour Street—a 2-story building, 40 by 135 feet, with an adjoining structure to be used as a garage for motor trucks.

Driver Storage Co., Berkeley, Cal., is the new name of the Students Transfer & Storage Co.

Evanston Fireproof Warehouses, Evanston, Ill., have begun erection of an addition to their plant at 1839 East Railroad Avenue, to cost \$75,000. The present and new structures will have a combined frontage of 180 feet. The annex will be completed about Oct. 1.

Fidelity Transfer Co., St. Louis, is planning a 1-story terminal on a plot 176 by 127 feet at Broadway and Dickson Street, to cost between \$250,000 and \$300,000. The new depot will handle the company's North St. Louis business.

Headley's Express & Storage Co., Inc., Chester, Pa., has awarded a contract for the construction of its new 8-story basement storage building at Fifth and Up-land Streets. Dimensions are 100 by 126 feet.

Hollywood Storage Co., Hollywood, Cal., is planning a \$500,000 warehouse, 50 by 200 feet, on Highland Avenue

near Santa Monica Boulevard. The building will stand twelve stories high.

Holt & Brandon Ice & Cold Storage Co., Evansville, Ind., plans to build a \$200,000 ice and cold storage plant.

Hudson Charlton Realty Corp., New York City, plans to erect a \$600,000 storage warehouse at Hudson and Charlton Streets. The company has leased a plot 100 by 100 feet for twenty-one years.

Johnstown Terminal Warehouse Co., Johnstown, Pa., expects to complete by Oct. 15 its 5-story storage structure, 246 by 134 feet, of reinforced concrete and brick, to contain 192,000 square feet of floor space.

Kalamazoo Storage & Transfer Co., Kalamazoo, Mich., has removed to 458 West Burdick Street from 430 North Burdick Street.

Kansas City Terminal Co., Kansas City, Mo., has awarded a contract for a 1-story and basement warehouse, 40 by 110 feet, at Pennsylvania and the line of the Terminal Railroad. The cost will be approximately \$45,000.

Lehigh Warehouse & Transportation Co., Inc., Newark, N. J., is building a 1-story storage plant at 108 Frelinghuysen Avenue at an estimated cost of \$105,000.

MacCosham Storage & Distribution Co., Ltd., Edmonton, Alberta, Canada, has been appointed the local cartage agency for the Canadian Northern, Grand Trunk Pacific and Western railroads.

Merchants Refrigerating Co., New York City, has opened its new general offices and warehouse at 17 Varick Street. The structure gives the company about 1,000,000 cubic feet of additional storage space, making approximately 14,000,000 cubic feet in all.

Mission Storage Co., Pasadena, Cal., is the new name of Miller's Transfer & Storage Co. The firm has removed to 474 South Fair Oaks Avenue from 60 West Green Street.

Mohawk Dispatch Line, Inc., Utica, N. Y., plans to build a large warehouse for storage and freight purposes and to operate barges with 48-hour service between Utica and New York City.

Montecito Van & Storage Co., Santa Barbara, Cal., is planning a 5-story warehouse at 309 De La Vina Street, to cost approximately \$65,000. Work will be begun also on a smaller adjoining structure to cost \$18,000.

Morgan Warehouse & Commercial Co., Dallas, Tex., has commenced construction of a cold storage warehouse and other buildings at a proposed industrial terminal at Houston and Caruth Streets. The entire project will cost more than \$1,500,000, including the adjoining 4-story and 5-story structures.

North Alabama Warehouse & Compress Co., Attalla, Ala., is to build a \$50,000 warehouse on a site 200 by 200 feet.

Northern Cold Storage Co., Green Bay, Wis., has awarded a contract for the construction of a 1-story and basement plant, 80 by 180 feet, to cost about \$60,000.

NEW INCORPORATIONS WITHIN THE INDUSTRY

Baltimore Forwarding & Transport Co., Inc., Baltimore. Capital, \$35,000. To operate a general shipping and storage business. Incorporators, James S. Whiteley and Charles F. Brown.

Burns Warehouse & Storage Co., Burns, Tenn. Capital stock, \$2,500. Incorporators, H. J. Tidwell, G. A. Gross, L. E. Buttery, W. D. Buttery and R. M. Holland.

Dover Cold Storage & Warehouse Co., Dover, N. H. To conduct a cold storage plant.

Eagle Storage Warehouse, Inc., Waterbury, Conn. Capital stock, \$50,000. To warehouse and deal in fruits and produce. Incorporators are James P. Healy, Mary T. Healy, A. M. Larson and Sarah B. Larson. A. M. Larson is president of A. M. Larson Co., Inc., Waterbury merchandise and household goods warehousemen.

Fidelity Storage & Elevator Co., Memphis, Tenn. Capital, \$50,000. Incorporators, John M. Trehelm and S. T. Pease.

Garfield Moving & Storage Co., Cleveland. Capitalization, \$10,000. Incorporators, John L. Nassy, A. L. Glaser, J. S. Gilbert, M. Alpert and Garrett Stevens.

Mahoning Warehouse Co., Youngstown, Ohio. Authorized capital, \$10,000. Incorporators, A. D. Thomas, Elizabeth C. Thomas, Wallace Daggett, H. W. Bassow and Roy F. Enyeart.

D. C. Murphy Co., Cranston, R. I. Three hundred shares of stock, no par value. To do general trucking and storage warehouse business. Incorporators, Charles A. Kelley and Daniel C. Murphy, Auburn, R. I.

A. P. Peek Co., Norwalk, Ohio. Authorized capital, \$50,000. To operate motor trucks and trailers for transporting freight. Incorporators, J. J. Fuerst, H. A. Haines, J. H. O'Brien, N. H. Edwards and C. D. Murray.

Peerless Storage Co., Dayton, Ohio. Authorized capital, \$10,000. Company will build a 2-story warehouse on Perry Street fronting the Baltimore & Ohio Railroad tracks. Incorporators, O. F. Schmidt, S. L. Finn, G. E. Miller, H. A. Estabrook and R. H. McKee.

S. & S. Trucking & Storage Co., Baltimore. Capital, \$10,000. Incorporators, Lorenzo C. Smith and George P. Savage.

Security Warehouse Co., Galveston, Tex. Capital stock, \$48,000. Incorporators, William Wiley, F. W. Chase and Emil Eggers. Mr. Wiley is president and Mr. Eggers is secretary and treasurer of the Wiley & Nichols Co., Galveston merchandise and household goods warehousemen.

Virginia-Carolina Warehouse Co., Yanceyville, N. C. Capital stock ranges from \$50,000 maximum to \$10,000 minimum. C. O. Watts, Danville, Va., is president.

Whitman Wharf & Storage Co., Boston. Capital, \$90,000. Frank E. Whitman is president, and L. M. Whitman of Winthrop is vice-president.



Progress

Two recent developments have focused public attention on Graham Brothers Trucks as never before.

One was the sweeping price reductions of May 15th, ranging from \$80 to \$160.

The other was Graham Brothers ascendancy to leadership by building more 1½ ton trucks than any other manufacturer in the world, during the first quarter of 1925, and by achieving second position in the 1 ton and 1½ ton fields combined.

Progress such as this deserves public attention—and eliminates all doubt as to the logical truck to buy!

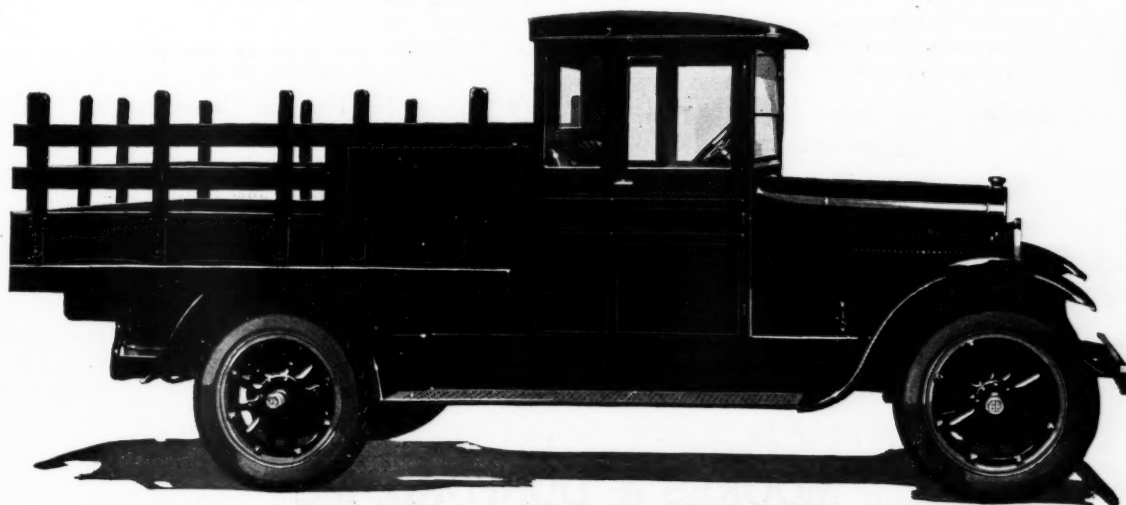
1 Ton Chassis, \$1095; 1½ Ton, \$1280; f. o. b. Detroit

GRAHAM BROTHERS

Detroit — Evansville — Stockton

A DIVISION OF DODGE BROTHERS, INC.

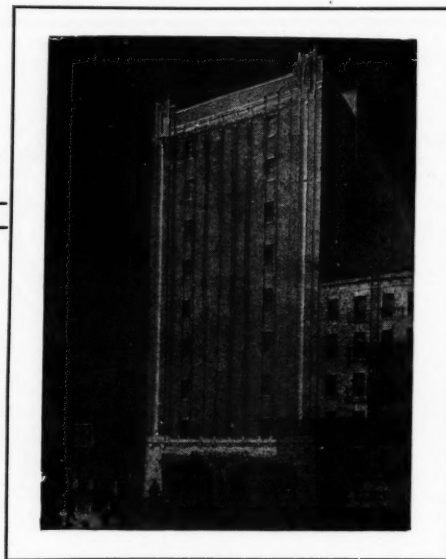
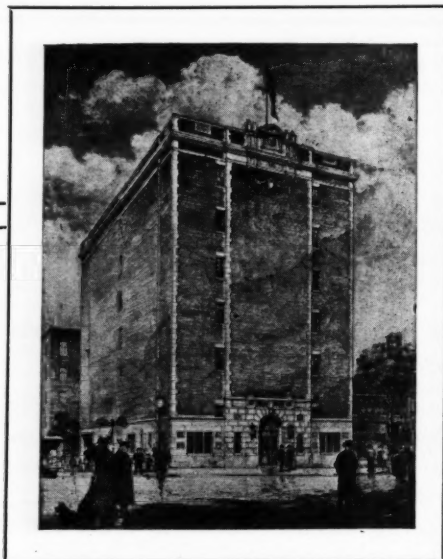
GRAHAM BROTHERS (CANADA) LIMITED • TORONTO, ONTARIO



GRAHAM BROTHERS TRUCKS

*SOLD BY DODGE BROTHERS
DEALERS EVERYWHERE*

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING



If you're thinking of building— Come to Headquarters!

Our service is of a very different type to that usually rendered. Our years of experience and organization methods enable us to secure prices for the builder that he is seldom able to secure through everyday channels.

Further—we assist you to finance your building

Our connections enable us to provide financial arrangements that ordinarily are difficult to complete.

We are able to render our clients this service because of the *unusual* type of *service we render*. A corp of licensed engineers—architects trained in scientific warehouse construction—and organization methods that provide for securing of rock bottom prices in the open mar-

ket—make it possible for us to produce buildings that represent *full value*.

No inflation of any form.

The Warehouses we build provide greatest available amount of storage space.

We Charge No Fee for Consultation and Advice

What do you contemplate building? We are able to show how you can go ahead with a small capital and realize handsome profits on your investment.

Regardless of your present plans—write us. We have information you will be interested in. Build for less money—and make more on your invested capital.

A word from you—and we'll show you how. Write us today.

MOORES & DUNFORD, Inc.

110 East 42nd St.

New York City



WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

"ANDY SAYS"



DON'T FORGET—that on July 7, 8, 9, 10, 11, 12, the National Furniture Warehousemen's Association will hold its annual meeting at the Grand Hotel, Mackinac Island, Michigan.

Following this, the Merchandise Division of the American Warehousemen's Association will meet in Chicago at the Sherman Hotel on July 13 and 14.

These two big and important conventions are of great concern to every progressive warehouseman in the United States and Canada and all who can do it should be in attendance at one or both affairs.



Out of the din and racket of every convention hall there emanate many suggestions, any one of which will result in a saving to your business that many times pays for the cost of the trip.

Better and bigger business with a fair margin of profit is what we all are seeking. Benefits that accrue from the convention floor are permanent, not temporal, and no better way of improving ourselves or our business has ever been devised than by cooperation or by exchanging ideas. It is for that reason that conventions are held by every progressive body of men.

President Coolidge recently said in his address at St. Paul:

"How often in the affairs of this world a small and apparently insignificant occurrence turns out to be an event of great importance carrying in its train a mighty influence for good or evil."

The proper application of these words from the lips of our Chief Executive reflects the importance of these great gatherings that take place in our industry.



Do your duty and go!

"ANDY"



CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

July 7-12	National Furniture Warehousemen's Association....	Mackinac Island, Mich.
July 13	Merchandise Division American Warehousemen's Association....	Chicago
September	Connecticut Warehousemen's Association.....	(To be decided)
October	Missouri Warehousemen's Association.....	(To be decided)
December	American Warehousemen's Association.....	(To be decided)
December	Illinois Association of Warehousemen.....	Chicago
January, 1926	Canadian Warehousemen's Association.....	(To be decided)
January, 1926	New Jersey Furniture Warehousemen's Association.....	Newark
January, 1926	New Jersey Merchandise Warehousemen's Association.....	(To be decided)
January, 1926	New York Furniture Warehousemen's Association.....	New York City
February, 1926	Maryland Furniture Warehousemen's Association.....	Baltimore
February, 1926	Pacific Coast Furniture Warehousemen's Association.....	(To be decided)
February, 1926	Pennsylvania Furniture Warehousemen's Association.....	Philadelphia
February, 1926	Pennsylvania State Warehousemen's Association.....	(To be decided)

BIRMINGHAM, ALA.

Charlie's Transfer Co.

Incorporated 1903

**Distributors and Forwarders
Storage and Hauling**

We specialize on merchandise handling.
Private siding, connecting with all railroads.

BIRMINGHAM, ALA.

ESTABLISHED—1880

OVER 40 YEARS OF HONORABLE SERVICE

**HARRIS TRANSFER
AND**

WAREHOUSE CO.

MODERN FIREPROOF WAREHOUSE
MERCHANDISE and HOUSEHOLD GOODS
STORAGE HAULING PACKING

Prompt Service—Accurate Accounting

Offices, Lincoln Life Building

BIRMINGHAM, ALA.

**Hess-Strickland Transfer
& Storage Co.**

General Merchandise, Furniture
and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in Addition to Wagon Equipment—Track Connections with All Railroads.

MONTGOMERY, ALA.

LEADING WAREHOUSEMEN

DISTRIBUTION—HAULING
PACKING — STORAGE of
HOUSEHOLD GOODS
MERCHANDISE and AUTOMOBILES

TWO LARGE WAREHOUSES—PRIVATE SPUR
LARGE FLEET OF MOTOR TRUCKS

ALA. MOTOR TRANSFER CO.
COR. LAWRENCE and RANDOLPH—132 LEE

MONTGOMERY, ALA.

STORAGE—FORWARDING—DISTRIBUTING

Warehouse on Western Railway of Alabama.
Bonded. Sprinkler System. Low Insurance.

ALABAMA'S LARGEST MERCHANDISE WAREHOUSEMEN

MOELLER TRANSFER & STORAGE CO.

210-220 Coosa St. P. O. Box 552.

PROMPT SERVICE

SATISFACTION GUARANTEED

Members: { American Warehousemen's Association
 { Southern Warehousemen's Association

PHOENIX, ARIZ.

**Arizona Storage and
Distributing Co.**

MERCHANDISE HOUSEHOLD
POOL CAR DISTRIBUTION

Government Licensed
and Bonded Warehouses

18 South Central, Phoenix, Arizona
NFWA-AWA

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS
FIREPROOF STORAGE

26 North Scott St.

Tucson, Arizona

FORT SMITH, ARK.

**O.K. TRANSFER & STORAGE CO.**

Rogers Ave. and 2nd St.
FORT SMITH, ARK.

Storing—Shipping—Moving

Pool-Car Distributing a Specialty



LITTLE ROCK, ARK.

Gazette Transfer & Storage Co.

212-214 Scott St.

Distribution of merchandise and household goods pool cars—
City and interurban delivery—transfer of household goods—
storage of agricultural implements. Crating and packing. A fleet
of motor trucks and a well organized business guarantees you
an exceptionally efficient service.

LITTLE ROCK, ARK.

Terminal Warehouse Co.
**Storage—Drayage—
Distribution**

85,000 Sq. Ft. Warehouse Space

Fireproof Sprinklered

Free Switching from All
Railroads



TEXARKANA, ARK.

DISTRIBUTION

1882

TEXARKANA

Complete Service

HUNTER

TRANSFER CO.

ARK-TEX.

STORAGE

BERKELEY, CAL.

DRIVER

STORAGE CO.

Formerly

STUDENTS

TRANSFER & STORAGE CO.

Distributors of Pool Cars
Fireproof Depositories

SHATTUCK AVE. AT WARD ST.

EL CENTRO, CAL.
IMPERIAL VALLEY

PIONEER TRUCK and TRANSFER CO.

Warehouse:
S. E. Cor. 3rd & State Sts.
Office: 114 N. 5th St.



Only Reinforced
Concrete Warehouse
for Storage and
Carload Distributing
Throughout
the Whole Imperial
Valley.

Daily Truck Service
to All Valley Towns.
Our Stock in Trade,
SERVICE.

FRESNO, CAL.

Located in the Center of Fresno

State Center Warehouse & Cold Storage Co.

"Fireproof"

Private siding Santa Fe

Distributors of Pool Cars Lowest insurance rate
Household Goods, Merchandise Fresno has terminal rates
Members American Chain of Warehouse and California Warehouse Assn.
747 R STREET, FRESNO, CALIFORNIA

FRESNO, CAL.

Valley Van & Storage Co., Inc.

Private Spur

Distributors of Pool Cars of
Household Goods, Machinery and Merchandise
Office: 842 Broadway, Fresno, Calif.

HOLLYWOOD, CAL.

LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES

Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution Private siding P. E. RR.
We have Los Angeles terminal rates
Consign to Hollywood via U. P., S. P. or A. T. & S. F. RR.
1666 N. Highland Ave., Hollywood, Calif.

LONG BEACH, CAL.

BOYS TRANSFER AND STORAGE CO.

(Specializing in Household Goods)

Moving Packing Storage Shipping

Send us your next shipment; Large or Small. You can be assured of Fair
Treatment for your customer. Remittances Promptly made, SAME DAY. And
proper protection of your interests at this end—No Passing the Buck.

(DEPENDABLE SERVICE)

Office 428 Locust Ave.

Affiliations

LONG BEACH, CAL.

Since
1903

Harry Meldrim, Pres.



HOUSEHOLD GOODS MERCHANDISE

Removals, Packing, Forwarding, Distributing

4 Warehouses Warehouse Spur—U. P.
100,000 sq. ft. **STORAGE** Sou. Pac. & Pac. Elec.

MEMBERS: { California Warehouseman's Assn.
Pacific Coast Furniture Warehousemen's Assn.
National Furniture Warehousemen's Assn.

San Pedro—DOCK CONNECTIONS—Wilmington
SAFETY SERVICE

FRESNO, CAL.

BEKINS

VAN & STORAGE CO.

California
Shipments Promptly
Handled

Los Angeles
1335 S. Figueroa
Street

Fresno
1248 Van Ness Ave.

—Distributors of pool
car shipments.
—Private spur.
—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission

Oakland
22nd and San Pablo

LONG BEACH, CAL.

Long Beach

Transfer & Warehouse Co.

Incorporated 1907

Household Goods Our Specialty

Removals, Storage, Packing, Forwarding and
Distributing

Private Siding—Union Pacific Railroad

MEMBER { National Furniture Warehousemen's Association.
Pacific Coast Furniture Warehousemen's Assn.

We send our check promptly on collection of your
charges.

Only Fireproof Warehouse in Long Beach
on a Private Siding

LOS ANGELES, CAL.

BEKINS

VAN & STORAGE CO.

California
Shipments Promptly
Handled

Los Angeles
1335 S. Figueroa
Street
Fresno
1248 Van Ness Ave.

—Distributors of pool
car shipments.
—Private spur.
—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission
Oakland
22nd and San Pablo

LOS ANGELES, CAL.

MERCHANDISE

Storage and Distribution

4 acres of floor space, sprinkler equipped, served by S. P. spur tracks and prepared to give complete warehouse service. Our location, experience, warehouse facilities, and local standing, all make it worth your while to consider this warehouse for the storage and distribution of your merchandise.

JENNINGS-NIBLEY

Warehouse Co.
1101 East 5th Street, Los Angeles, Cal.

LOS ANGELES, CAL.



CALIFORNIA TRUCK CO.

INCORPORATED 1884

Pool Carload Distributors

Handling goods destined to points in
SOUTHERN CALIFORNIA and ARIZONA
and to
TRANS-PACIFIC PORTS
P. O. BOX 570, ARCADE STATION

LOS ANGELES, CAL.



Co-operation

Consign to L. A. Warehouse—the largest fireproof repository for household goods on the Pacific Coast. We co-operate to the utmost and treat your customers as we do our own.

Los Angeles Warehouse Co.
316 Commercial St. Los Angeles

LOS ANGELES, CAL.

Located in the Center of Downtown
Business District

COLYEAR'S

VAN & STORAGE CO.

Curtis C. Colyear, Prop.
MAIN OFFICE—415 S. San Pedro St.

Warehouse No. 2
415 S. San Pedro St. Fireproof.

Warehouse No. 4
540 S. Alameda St. Sprinkler Equipped.

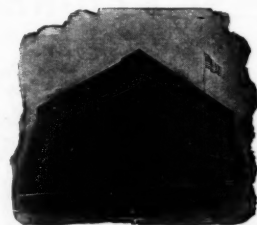
Member { American Warehousemen's Association
Nat'l Furn. Warehousemen's Association
Pacific Coast Warehousemen's Association
Los Angeles Warehousemen's Association

Moving—Packing—Storing—Shipping
Pool Car Distribution—Household Goods—Merchandise
Twenty-Two Years of Dependable Service

LOS ANGELES, CAL.

Consign to LYON

Two modern Fireproof
Warehouses in residential
districts — private spur
tracks. Prompt service and
collections.



Lyon Fireproof Storage Co.
1950 SO. VERMONT AVE. LOS ANGELES

LOS ANGELES, CAL.

Fidelity Fireproof Storage

Packing, Moving, Shipping of household goods,
distribution of pool cars to and from everywhere.

WASHINGTON & ARAPAHOE ST.

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LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES.

Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution Private siding P. E. RR.
We have Los Angeles terminal rates
Consign to Hollywood via U. P., S. P. or A. T. & S. F. RR.
1666 N. Highland Ave. Hollywood, Calif.

LOS ANGELES, CAL.

MARK DESTINATION

The Heart
of The Best
Residential
District

HOLLYWOOD

and Save

Los Angeles
7 MI. HAUL



PREMIER

FIREPROOF STORAGE CO.
6372 SANTA MONICA BOULEVARD
HOLLYWOOD CALIF.

LOS ANGELES, CAL.

WE SOLICIT YOUR
SHIPMENTS AND POOL CAR
DISTRIBUTION

PRUDENTIAL
STORAGE AND MOVING CO.

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OFFICE

941 W. 16th ST.

SAN DIEGO

OFFICE

962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

LOS ANGELES, CAL.

RICHARDS
TRUCKING & WAREHOUSE
COMPANY

668 SO. ALAMEDA ST.
LOS ANGELES, CALIF.

Agents:

Baldwin Universal Co.

We solicit
your commercial stor-
age and pool car dis-
tribution, as we are lo-
cated on free trackage,
and operate both City
and Interurban Motor
Truck Service, in most
of the territory sur-
rounding Los Angeles.
We are authorized franchise carriers
under the Railroad Commission.

Route "VIA RICHARDS"

SPECIAL STEAMSHIP CONNECTION
FROM WILMINGTON & SAN PEDRO HARBOR TO LOS ANGELES

LOS ANGELES, CAL.

1,500,000 Square Feet of

Modern Fireproof Warehouse Space in Los Angeles and at the
Port of Los Angeles.
Free and U. S. Customs Bonded Storage
Insurance Rate 18 cents.

Storage—Forwarding—Distribution—Cartage

Space Leased for Private Warehouse, Office and Display Desk.
Space with Desk and Office Service Rented.
Cotton Pressed to High Density.

Special equipment for the proper handling of various commodities.
Steamer Space booked when requested.

We can serve you in some capacity and would suggest that
you complete your file by requesting the rates for our specialized
service.

UNION TERMINAL WAREHOUSE COMPANY
UNION TERMINAL WAREHOUSE CORPORATION
SHATTUCK & NIMMO WAREHOUSE COMPANY
LOS ANGELES, CALIFORNIA

LOS ANGELES, CAL.

"When Shipping West, Ship Westland"

WESTLAND WAREHOUSES, located in heart of Cen-
tral Manufacturing District, on tracks of Los Angeles
Junction Railway (a neutral belt line road connecting
with all main lines at through rates), offer you complete
warehouse service in modern fireproof structures at reason-
able rates. Lowest insurance rates in city. Office and dis-
play desk space for lease.

**Westland Distribution & Storage
Warehouse Co.**

Central Manufacturing District

Los Angeles

LOS ANGELES, CAL.

Complete
Facilities

for

Freight Forwarding
and Distributing

of

HOUSEHOLD
POSSESSIONS

Members:

National Furniture Ware-
housemen's Assn.
Pacific Coast Furniture
Warehousemen's Assn.
American Warehousemen's
Association.

The most Up-to-date Service for
Los Angeles' most exclusive
Residential Section.



116 SO. WESTERN AVE.

OAKLAND, CAL.

BEKINS
VAN & STORAGE CO.

California
Shipments Promptly
Handled

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1335 S. Figueroa
Street

Fresno
1248 Van Ness Ave.

—Distributors of pool
car shipments.

—Private spur.

—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission

Oakland
22nd and San Pablo

OAKLAND, CAL.

NO TASK TOO GREAT
LAWRENCE
WAREHOUSE COMPANY
NO DETAIL TOO SMALL



AL. T. GIBSON, Pres.

5TH AND KIRKHAM STREETS, OAKLAND

ONTARIO, CAL.

Natural Distribution Center
for San Bernardino and Surrounding Counties

Railroad Siding and Storage Yard. 560 feet of Private
Track

Carload Distribution

Fireproof Storage. 16,000 sq. ft. of inside
storage space. 22,000 sq. ft. of outside stor-
age space. First-class Auto Truck Service.
Connections with all towns. A real service
located in the heart of Southern California.

HICKEY WAREHOUSE CO.

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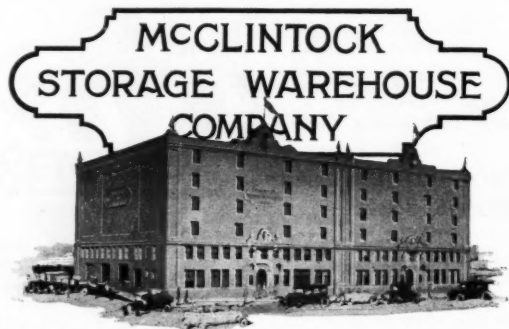
Ontario, California

The Men Who Distribute

Warner Sugar

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

SAN DIEGO, CAL.



Kettner at B St.

Successors to Prudential Storage & Moving Co.

OFFERING A MOST

**EFFICIENT - ECONOMICAL
AND COMPLETE SERVICE**

INCLUDING

RECEIVING - STORING
PACKING - MOVING
SHIPPING & DISTRIBUTING

OF BOTH

**HOUSEHOLD GOODS and
MERCHANDISE**

SAN FRANCISCO, CAL.



**Storing and Dis-
tributing Mer-
chandise Our
Specialty**

Let us handle your
San Francisco ship-
ments.

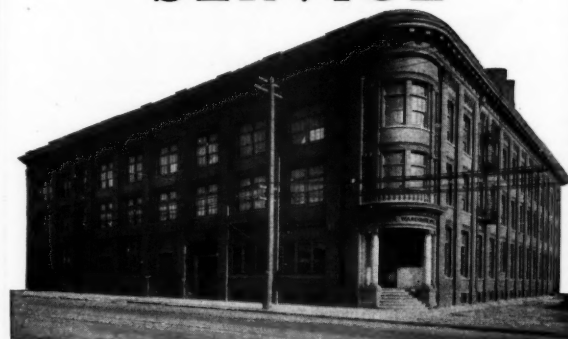
We supply the necessary services for the
handling of merchandise through a
modern warehouse.

San Francisco Warehouse Co.
625 Third Street



SAN FRANCISCO, CAL.

SERVICE



Office and Main Warehouse
2701 SIXTEENTH STREET, SAN FRANCISCO, CAL.

Cable Address
"SOUTHER"

Codes
All Standard

Private Terminal on So. Pac. Tracks
Exclusive Facilities for Handling Automobiles, Trucks,
Tractors, Etc.

In 1924 we handled 17,000 motor vehicles

SOUTHER WAREHOUSE COMPANY

BOXING FOR EXPORT SHIPMENT

All details handled, bills of lading, clearance, etc.
We are Specialists in this business.

MAY WE SERVE YOU?

SAN FRANCISCO, CAL.

BEKINS
VAN & STORAGE CO.

California
Shipments Promptly
Handled

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1335 S. Figueroa
Street

Fresno
1248 Van Ness Ave.

—Distributors of pool
car shipments.
—Private spur.
—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission
Oakland
22nd and San Pablo

SAN FRANCISCO, CAL.

Consign to

THE HASLETT WAREHOUSE CO.
60 CALIFORNIA ST., SAN FRANCISCO

Pioneer in the Warehouse and Distribution Business
Operating in the Logical Distribution Center of the Pacific Slope with
Complete Warehouse and Drayage Facilities
Low Insurance Rates

S. M. HASLETT, President P. E. HASLETT, Secretary
Member American Warehousemen's Ass'n.
Member American Chain of Warehouses.

SANTA MONICA, CAL.

STORING—MOVING—PACKING—SHIPPING

SECURITY VAN & STORAGE CO.

M. ZERBONI

Inc.

M. W. ZERBONI

New Fireproof Storage

SANTA MONICA, 1417 Second St. LOS ANGELES, 509 Molino St.

SAN FRANCISCO, CAL.

NO TASK TOO GREAT
LAWRENCE
WAREHOUSE COMPANY
NO DETAIL TOO SMALL
37 DRUMM STREET, SAN FRANCISCO



AL T. GIBSON, Pres.

DENVER, COLO.

A. H. AMICK

E. W. PITCHER

Amick Transfer & Storage Co.
1029 Santa Fe Drive, Denver, Colo.
FIREPROOF WAREHOUSE



Pool cars distributed.
Local and interurban truck
service.
Low insurance rates.

Household Goods
Complete packing service.
Reciprocity at every opportu-
nity.
Open or private storage.

DENVER, COLO.

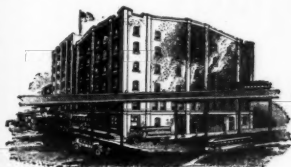
The Johnson Storage and Moving Company, Inc.
221 BROADWAY

MODERN FIREPROOF WAREHOUSE
DENVER, COLORADO

Member { C. T. & S. A.
N. F. W. A.

Household Pool Car Distributors

DENVER, COLO.



WAREHOUSE

Your Stocks With Us

150,000 Sq. Ft. Space

DENVER

Serves Two Million Population

Send Pool Cars in our care for distribution.
42 teams and trucks insure prompt service
to customers and satisfaction to you.

The Kennicott-Patterson Transfer Co.
1700 Sixteenth St. DENVER, COLORADO

The Men Who Distribute

Ritter Dental Supplies

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

DENVER, COLO.

F. C. Bartle, President

**The Merchants Storage &
Transfer Co., Inc.**

Drayage and Storage Distribution

OFFICE
1556 Wazee Street
Telephone Main 6667

WAREHOUSES
1536 Wynkoop St.
Telephone Main 1632

Sprinkler System Warehouse

Free Switching from All Railroads

Centrally Located in Shipping District

Storage of Merchandise and Household Goods

Household Goods Shipped to All Points
at Reduced Rates

Distribution of Pool Cars Our Specialty

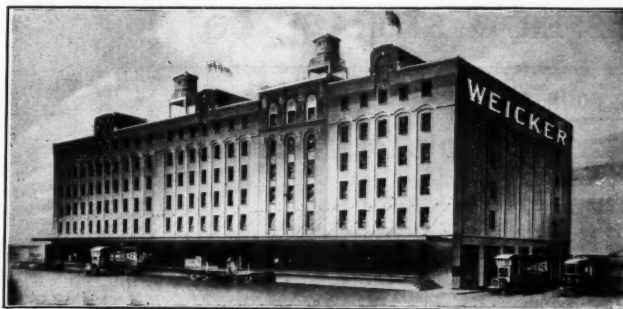
Member

Central Warehousemen's Club
Colorado Transfer Companies Association
American Warehousemen's Association
Denver Transfer Companies Association
National Furniture Warehousemen's Association
Correspondence Solicited

DENVER, COLO.

**When You Need
SERVICE
in Denver and
vicinity**

*we are the distribution and
warehousing specialists who
can serve you best.*



Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.

We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.



THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street
Denver Colorado



PUEBLO, COLO.

Send Your Goods Where They Will Be Bought!

The residents of Pueblo proper have two million dollars a month to spend. Thirty million a year besides are spent in Pueblo by the residents of the surrounding two hundred mile circle.

Put your goods into our house in Pueblo, where the quickest and cheapest movement to any part of this prompt-paying market is secured.

You could not ask for better service than we will give you. You will find no other region of the country more responsive to cultivation. Put a stock into Pueblo and prosper.

S A G E
Transfer & Storage Co.

HARTFORD, CONN.

Established 1850

Incorporated 1908

The Bill Brothers Company

Transfer and Storage

190 Ann Street, Hartford, Conn.

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

TRINIDAD, COLO.

The Place to Get Service

POPLE TRANSFER & STORAGE CO.

BRIDGEPORT, CONN.

THE BRIDGEPORT STORAGE WAREHOUSE CO.

No. 10 Whiting Street

Merchandise and Household Goods
Warehousing and Distribution
Private siding—Free switching
Low Insurance—Prompt Service

GREENWICH, CONN.

HENRY G. DRINKWATER'S SONS, Inc.

Storage Warehouses

PACKING—CRATING—SHIPPING OF
HOUSEHOLD GOODS

Members of the National Furniture Warehousemen's Assoc.

HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

GEORGE E. DEWEY & CO.

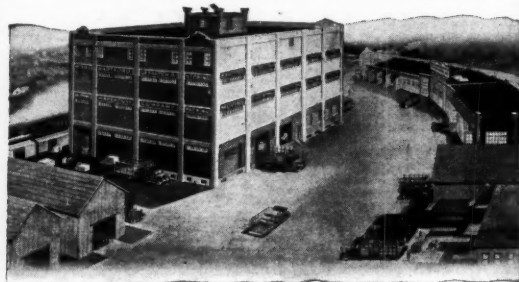
JOSEPH M. PELCHAT, Proprietor

Local and Long Distance Furniture and Piano Moving
Packing, Crating and Shipping of Pianos, Furniture, China
Only Fireproof Storage Warehouse in Hartford

Members { National Furniture Warehousemen's Association
Connecticut Warehousemen's Association
Canadian Warehousemen's Association

HARTFORD, CONN.

Hartford Despatch & Warehouse Company



FIREPROOF WAREHOUSE

THE ONLY FIREPROOF WAREHOUSE in this vicinity for storage of furniture and merchandise with PRIVATE RAILROAD SIDING. We offer the LOWEST INSURANCE RATES in and about HARTFORD, a building especially designed for warehouse purposes with PRIVATE ROOMS for the storage of FURNITURE and PIANOS. Open storage for MERCHANDISE and AUTOMOBILES. SHED and YARD ROOM facilities with WATCHMAN SERVICE, a TRUCKING SYSTEM which combines PROMPT LOCAL DELIVERIES with an OVERNIGHT SERVICE via RAIL and MOTOR TRUCK to all the principal TOWNS and CITIES within a FIFTY MILE radius.

MEMBERS OF

National Furniture Warehousemen's Association
Connecticut Warehousemen's Association
American Warehousemen's Association
American Chain of Warehouses

Conn. Representatives: Big Four Transfer Co.

NEW LONDON, CONN.

GARDNER STORAGE CO.

18 BLACKHALL STREET
PIANO AND FURNITURE PACKER, MOVER
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE
Members: Conn. Warehousemen's Assn.
Nat. Furniture Warehousemen's Assn.

WATERBURY, CONN.

The Ralph N. Blakeslee Company

Est. 1859

Storage { Furniture Trucking { Local and
 { Merchandise { Long Distance

Large Padded VANS for Furniture Moving

Members: N. F. W. A., Conn. W. A.

WATERBURY, CONN.

Waterbury Storage Company

John Moriarty, Inc., Prop.
Est. 1877

127 East Main St.

Elevators Fireproof Buildings Cap. 562 Rooms

MEMBERS: N. F. W. A.

Connecticut Warehousemen's Ass'n

WASHINGTON, D. C.

Modern
Fireproof
Building

LONG
DISTANCE
MOVING

PACKING
STORING
SHIPPING



SMITH'S TRANSFER & STORAGE CO., INC.

1313 You Street, N. W.

WASHINGTON, D. C.

UNITED STATES STORAGE CO.

418-420 TENTH STREET, N. W.

MEMBERS:

National Furniture
Warehousemen's Association

Efficient and Courteous
Service

Modern Fireproof Warehouse

We are prompt in all things.

Member:
American Warehousemen's Assn.



Distributors of Pool Cars

The Men Who Distribute International Harvester Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

JACKSONVILLE, FLA.



Member National Furniture
Warehousemen's Association

Delcher Bros. Storage Co.

459-61-63-65 Riverside Avenue

FIREPROOF WAREHOUSE

Low Insurance Rate

We Move, Pack, Store and Ship
Household Goods

Distributing Pool-Car a
Specialty

FLORIDA'S LARGEST

Shippers of Automobiles
for Tourists

JACKSONVILLE, FLA.

UNION TERMINAL WAREHOUSE COMPANY

EAST UNION and IONIA STREETS

55 Rental Compartments Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system. Low
Insurance Rate. Sub-Post Office and branch Western Union
Telegraph. Joint Railroad Agent. L.C.L. freight loaded
direct for line of road.

GENERAL MERCHANDISE STORAGE
AND FORWARDING

Special attention to handling of pool cars.

MIAMI, FLA.

The John E. Withers Transfer & Storage Co., Inc.

will give your shipments careful attention. Fireproof Ware-
house. Facilities for distribution of pool cars. Moving, pack-
ing, shipping and storing Household Goods and Automobiles.

Private Trackage

Motor Equipment

1000-12 N. E. First Ave., Miami, Fla.

ORLANDO, FLORIDA

Orlando Bonded Warehouse (Inc.)

Post Office Drawer No. 1672

100-112 West Amelia Avenue

Storage and Distributing of General Merchandise,
Machinery, Household Goods

Private Siding, A.C.L.R.R.

Member National Furniture Warehousemen's Association

Sprinkler Protection

Low Insurance

It's a pleasure to serve you

PENSACOLA, FLA.

Ferriss Warehouse & Storage Co.

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-
loads or less than carloads.

Merchandise stocks carried and records kept for out-of-town
concerns.

Cor. Chase & Alcinez Streets

TAMPA, FLORIDA

JOBBER'S WAREHOUSING COMPANY

Storage, Distribution, Forwarding
Hauling and Stevedoring

31,000 Sq. Ft. Floor Space
Private R. R. Sidings and Docks, Deep Water

"Anything from Parcel Post to Steamship Cargoes"

ATLANTA, GA.



CATHCART VAN AND STORAGE CO.

HOUSEHOLD GOODS EXCLUSIVELY

THE MOST **MODERN WAREHOUSE** IN THE SOUTH

MEMBERS N. F. W. A.

ATLANTA, GA.



**MERCHANDISE ONLY
STORAGE
DISTRIBUTION**

Member American Warehousemen's Association

Security Warehouse Co.
Atlanta, Ga.

ATLANTA, GA.

CAMP TRANSFER & STORAGE, Inc.

16 Central Ave.

Storage, Packing, Shipping of Household Goods
Pool Car Distribution of Merchandise

Members of N. F. W. A.

AUGUSTA, GA.

L. C. DOOLITTLE, Gen. Mgr.

Augusta Bonded Public Warehouse Co.

Complete Warehouse Service in Storage and Distributing Merchandise.
Logical Point for Georgia Pool Car Shipments.

DIRECT RAILROAD SIDING. ALL RAILROADS.
REFERENCES: ANY BANK OUR CITY.

AUGUSTA, GA.

THE HOLLINGSWORTH WAREHOUSES
MERCHANDISE WAREHOUSING AND
DISTRIBUTING POOL CARS A SPECIALTY

Warehouse Not as Large as the Largest.
But Our Service as Good as the Best.

SAVANNAH, GA.

**Savannah Bonded
Warehouse and Transfer Co.**

General Storage—Re-Consigning
Distributing—Forwarding
Prompt and Efficient Service
Exceptional Facilities
Custom House Brokers

Track Connections with all Railroads and Steamship Docks
Members American Chain of Warehouses
Members American Warehousemen's Association

R. B. YOUNG, President
Bay Street Extension and Canal
P. O. Box 985 Savannah, Ga.

BOISE, IDAHO

PEASLEY
TRANSFER & STORAGE COMPANY
STORAGE, TRANSFER AND FORWARDING
419 SO. EIGHTH STREET

KEEP IT UP!

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING
by George S. Loejoy, Vice-President of the
American Warehousemen's Association.

BLOOMINGTON, ILL.



The Whole Corn Belt Is At Our Door

Free Switching connects our loading platform with five trunk lines. That means that no matter where your factory may be, you can ship to us by carload with the minimum amount of switching, time and freight. It also means that reshipments we make for you go by the most direct route in the shortest possible time, with the least amount of handling or transferring. Practically every point in the Middle West can be reached direct from our door by L. C. L. shipment. This is a big factor in successful pool-car distribution, and one that should incline you in our favor as the distributors, when you decide to take advantage of the many benefits of that method.

JOHNSON TRANSFER CO.

Bloomington, Illinois

BLOOMINGTON, ILL.

F. G. BRUNTON

C. E. BRUNTON

R. N. BRUNTON

BRUNTON TRANSFER & STORAGE CO.

Since 1905

Pool Cars and Merchandise Distributors
Household Goods stored; packing and
crating; long distance moving a specialty.

Local distributors for Procter & Gamble, H. J.
Heinz Co., etc. Consign your goods in our care
for prompt delivery.

415 N. Center St.

Phone 813

CHAMPAIGN, ILL.
URBANA, ILL.

WAGNER & SON

TRANSFER—PACKING—STORAGE

Packers and Shippers for the TWIN CITIES

Logan & Water Sts.

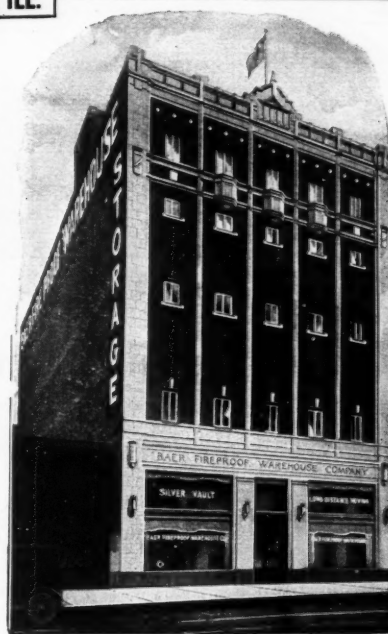
Champaign, Ill.

The Men Who Distribute

Welch Grape Juice

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

CHICAGO, ILL.



Established 1892

BAER FIREPROOF WAREHOUSE CO.

POOL CAR DISTRIBUTORS
Of Furniture and Pianos

Collections Promptly Remitted

Members—The Chicago Association of Commerce—Nat'l Furniture Ware-
housemen's Assoc.—Illinois*F. W. Association—Furniture
and Piano Movers Assoc.

General Office—1927 Milwaukee Avenue, Chicago, Illinois

CHICAGO, ILL.

BEKINS

Household Shipping
Company



Reduced Rates on Household Goods, Automobiles
and Machinery

General Offices, 905 BEDFORD BLDG., Chicago

NEW YORK, BOSTON, BUFFALO, CINCINNATI

CHICAGO, ILL.

CENTRAL STORAGE & FORWARDING CO.

2001 West Pershing Road

Operating

CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway—In the world-
famous Central Manufacturing District—The geographical
center of Chicago.

No Switching Charges—No Cartage—No Delays.
650,000 square feet of fireproof space. Insurance rate 7½¢

No Trap-Cars Here
L. C. L. Freight Loaded Direct to Destination

WHY NOT USE THE BEST FACILITIES?

CHICAGO, ILL.



From Now On At Your Service Here

In order to serve our patrons with the efficiency which we consider essential, the Continental Warehouse Company is now located in the quarters illustrated above.

Increased floor space, fire-proof construction, and many other additional advantages are now available for all.

On the Rock Island Railroad, with a 10-car spot. Usual pool car distribution. Our own fleet of trucks, as before. And lower insurance rates.

Let us prove to you, through the use of our improved service, that our expansion has been made for you.

Continental Warehouse Company
2201-35 S. LaSalle Street Chicago, Ill.

CHICAGO, ILL.

EMPIRE STORAGE COMPANY

Fireproof
Warehouses
For Household Goods
(Established 1891)

Carloads billed to our house track on Illinois Central Railroad at Fifty-first Street can be unloaded direct to our warehouse floor.

Low distribution rate on pool cars.



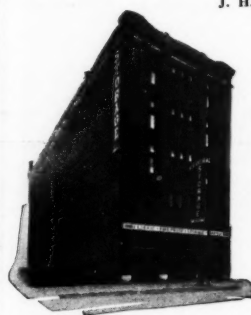
"Ship the
Empire Way"

**EMPIRE STORAGE
COMPANY**
52ND ST. AND COTTAGE
GROVE AVE.

MEMBER
National Furniture Warehousemen's Assn.
Illinois

CHICAGO, ILL.

J. H. MEYER, Pres. A. W. MEYER, V. Pres.
ED. WEBER, Secy.



Federal Fire Proof Storage Company

Closest Storage Warehouse to
the Loop

**Removals, Packing,
Shipping**

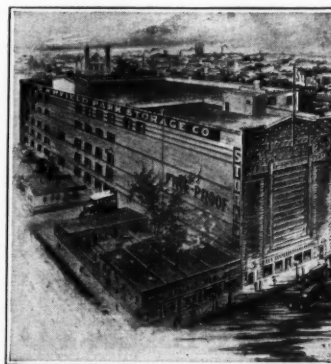
Main Office and Warehouse (A)
1230-1232 N. Clark Street
Warehouse (B)
871-873 N. State Street
ALL PHONES DIVERSEY 0600

CHICAGO, ILL.

G. A. Foster, Pres. L. N. Foster, Vice-Pres. H. B. Foster, Secy. & Treas.

CENTER OF THE GREAT WEST SIDE Garfield Park Storage Company

3111-17 W. Madison Street
(Two Blocks East of Garfield Park)



Prompt and efficient service for West Side Shipments. Collections promptly remitted.

All Warehouses equipped with Automatic Burglar and Fire Alarms.

Capacity 1000 van loads.

Consign Carload Shipments from Stations on C. & N. W., or C. M. & St. P. Rys. as follows:

C. & N. W. Ry.: to California Avenue Team Track
C. M. & St. P. Ry.: to Western Avenue Team Track

Carload lots from Stations on other lines should be consigned care Baltimore & Ohio, Chicago Terminal Transfer Railway, Kedzie Ave. and Taylor St. Team Track.

MEMBERS OF N. F. W. A. and I. F. W. A.

THE PURCHASING POWER
of the field covered by

DISTRIBUTION and WAREHOUSING

is that of an industry with a
total investment of more than

\$1,000,000,000.00

CHICAGO, ILL.

ANNOUNCEMENT

Effective July 1, 1925

**GRISWOLD & WALKER, Inc. and
SIBLEY WAREHOUSE and STORAGE CO.**

Consolidate as

GRISWOLD & WALKER, Inc.

**OPERATING G. & W. TERMINAL and
SIBLEY WAREHOUSES**

ROY C. GRISWOLD, Pres.
WELLINGTON WALKER, Vice-Pres.

S. H. VERRAL, Treas.
H. H. SMITH, Secy.

Capital \$300,000.00

**EXECUTIVE OFFICES: 1525 NEWBERRY AVE.
CHICAGO**

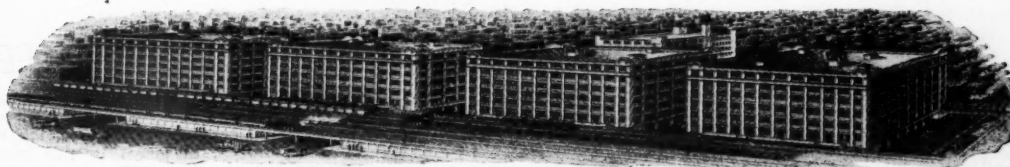
This consolidation creates the most Complete Warehousing Organization in Chicago and the Middle West.

**MERCHANDISE STORAGE AND DISTRIBUTION
U. S. CUSTOMS AND INTERNAL REVENUE BOND**

**MOTOR TRUCK DELIVERY
PARCEL POST DISTRIBUTION**

**TRAP CAR RESHIPING
FIELD WAREHOUSING**

POOL CAR DISTRIBUTION



GRISWOLD & WALKER, Inc.
WAREHOUSING AND TRAFFIC ENGINEERING
MAIN OFFICE—1525 NEWBERRY AVE.



CHICAGO, ILL.

HARDER'S**Fireproof Storage & Van Co.***Largest System of Fireproof Storage Warehouses in the United States***HOUSEHOLD GOODS**

This large group of modern storage plants, each located with a view to rapid and efficient handling of household goods and merchandise, should be on your list if you insist upon service.

We are expert handlers of household goods. In every branch of packing, moving, storage and shipping we excel. Safety deposit and silver vaults. Pool car distribution and city delivery service.

We remit promptly upon receipt of B/L

MERCHANDISE

Our merchandise storage and distribution facilities include private switches and sidings. Free switching. No haulage charges. Our shippers are always satisfied in their transactions with us.

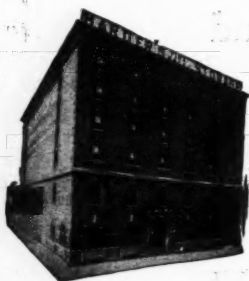
Pool Car Distributors

Members N. F. W. A., A. W. A.,
I. H. W. A.

OAKLAND
Fortieth Street and Calumet Ave.
KENWOOD
1714-16 Cottage Grove Ave.
WOODLAWN
1117-19 East 63rd St.
ENGLEWOOD
6154-56 Wentworth Ave.
STONY ISLAND
6824-26 Stony Island Ave.
BROADWAY
4015-17 Broadway

Harder's Fireproof Storage & Van Co.

General Offices
40th St. and Calumet Ave.
Chicago



CHICAGO, ILL.

"NO DELAYS"**Edward Lasham Co.**

Merchandise Storage

Pool Car Distributors

Teaming and City Delivery

Seventy-Five Motor Trucks and Wagons

Downtown Modern Warehouse

Switch Track Connections with All Roads

Served directly by Illinois Central, Michigan Central,
Chicago & Northwestern and Chicago, Burlington &
Quincy.

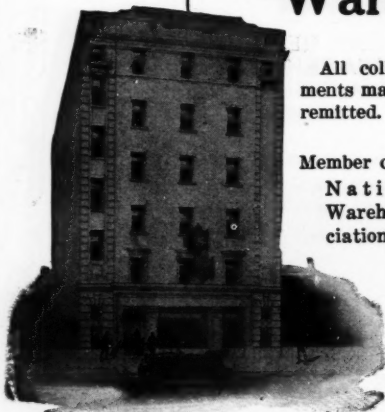
EDWARD LASHAM CO.

1559 S. State St.
Chicago
Illinois



CHICAGO, ILL.

ESTABLISHED 1874

HEBARD**Storage Warehouses**

All collections on shipments made to us promptly remitted.

Member of

National Furniture
Warehousemen's Association,
Illinois, New York and
Southern Warehousemen's
Association.

Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all
Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

Free Switching

Crane Service

Storage for

MACHINERY*Exclusively***Machinery Warehouse Co.**

74th and Ashland Ave.

Chicago

CHICAGO, ILL.

We Help You Keep Your Delivery Promises

The facilities we place at your disposal for the quick and careful distribution of goods in this territory are so well organized that your delivery promises are always kept—which means more clients and more profits.

Our B & O C T Warehouse has private switch track connecting with all Trunk Lines entering Chicago.

We specialize in—

Pool Car Distribution.

City and Suburban Delivery.

Merchants Warehouse and Distributing Company
Chicago, Ill.

CHICAGO, ILL.



MIDLAND WAREHOUSE & TRANSFER CO.
MERCHANDISE STORAGE and DISTRIBUTING
15th St. and Western Ave.
Chicago, Ill.

WAREHOUSES
NO. 1 43rd AND ROBBY STS.
NO. 2 18th PL. AND WESTERN AVE.
NO. 3 15th ST. AND WESTERN AVE.

No Cartage or Trap Car Delays in Making L. C. L. Shipments.

CHICAGO, ILL.

North Pier Terminal Co.

See our advertisement on front inside cover page

CHICAGO, ILL.

MERCHANDISE STORAGE FROSTPROOF

Very Low
Insurance Rates

CM&STP Ry. Track
Inside Buildings

The Ontario Warehouse Co.

Ontario & Kingsbury Sts., Chicago, Ill.

Our location is specially convenient for the warehousing and distribution of merchandise. Private track facilities, with free switching from all railroads entering Chicago.

CHICAGO, ILL.

Railway Terminal & Warehouse Company
444 W. Grand Ave.

Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

**Modern Building—Low Insurance Rates
Use Our Service**

Tunnel Service—Cut your cartage in half

If Your City Isn't Represented Here

Put it on the shippers' map by inserting your card in this space.

CHICAGO, ILL.

Soo Terminal Warehouse

519 W. Roosevelt Road Chicago, Illinois

*Merchandise Storage and Distribution
Pool Cars Efficiently Handled*

We will deliver via the Chicago tunnel to any trunk line, freight house floor, excepting the Pierre Marquette Railroad, your shipments destined for points beyond Chicago; also we will make shipments for you over the Aurora & Elgin electric line and its connections, which gives over-night service. All without cartage charges.

"THE ECONOMICAL WAY"

CHICAGO, ILL.

SOUTH SIDE STORAGE FOR SOUTH SIDE DISTRIBUTION

In Chicago, the city of immense distances, it is necessary to use more than one central warehouse. We do not aim to cover all Chicago, but we do aim to cover the South Side better than it can be covered by any other medium, and what we aim to give and what we do give is Service, prompt, efficient and reliable.

Direct Connection with All Roads

SOUTH SIDE SHIPPING & STORAGE WAREHOUSE

131-135 West 63rd Street

Phone Normal 6266

CHICAGO, ILL.

Have Your Own Transfer Representative In Chicago

If you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignments. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

**Jos. Stockton
Transfer Co.**
1020 So. Canal St.
Chicago, Ill.

CHICAGO, ILL.



Write or
ire
ESTERN

When you
ant a
AREHOUSE

AT

CHICAGO



SAVE TIME, MONEY and WORRY

in reaching your Western customers by using the up-to-date storage and traffic facilities of the *Largest Public Warehousing Unit West of the Atlantic Seaboard.*

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9c per \$100 per annum.
"At the Edge of the Loop," close to Chicago trade.

STOCKS CARRIED for local and out-of-town concerns. Storage-in-transit. Prompt rail reshipments anywhere, without cartage. Pool cars broken. Automobile storage and reshipment a specialty. Negotiable Receipts issued.

Write us now; we know how.

WESTERN WAREHOUSING COMPANY

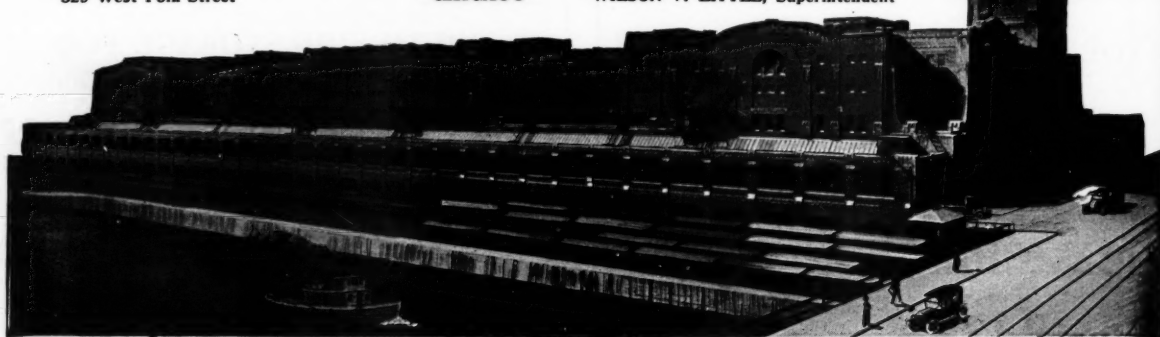
MERCHANDISE WAREHOUSES

POLK STREET TERMINAL, PENNSYLVANIA SYSTEM

329 West Polk Street

CHICAGO

WILSON V. LITTLE, Superintendent



DANVILLE, ILL.

Beeler Transfer & Storage

Merchandise Pool Car Distribution.
Furniture Storing, Packing & Shipping. Auto Truck Service. Long Distance Hauling. City and Inter-urban Delivery.

208-210 West Main St.

DANVILLE, ILL.

Danville Transfer & Storage Co.

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.



Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

American Warehouse Association.
Members National Furniture Warehousemen's Association.
Members Illinois Furniture Warehousemen's Association.

DECATUR, ILL.

SINCE 1892

Hamman Bros. Transfer & Storage Co.

Decatur's pool car distributors. Private switch to the ONLY FIRE-PROOF WAREHOUSE in the city. Truck and team service.

Members N. F. W. A.—I. F. W. A.—I. W. A.—C. W. A. I.

Office:—Williams St. at Broadway

DECATUR, ILL.

Ship to Meridith for Prompt Service in Decatur and Environs

Distributors of Household Goods and Merchandise. Located within 3 blocks of all freight depots. No terminal delay or switch charge when consigned direct to Meridith.

Household Goods and Merchandise Storage. Private Locked Rooms. Steam Heated Piano Rooms. Vans—Trucks—Drays. Ship your next car for results to

F. M. MERIDITH

Storage and Transfer Co.


320-350 E. Cerro Gordo

Decatur, Ill.

The Men Who Distribute Hallet & Davis Pianos

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

DECATUR, ILL.



Before you decide on your Illinois distribution investigate our facilities, service and low rates to Illinois points—

PARKE WAREHOUSES
Decatur, Illinois

STORAGE AND DISTRIBUTION

ELGIN, ILL.

Consign To Us To Reach The Fox River Valley

We are located at the entrance to one of the most prosperous agricultural and dairy sections in the country—convenient to nearly a hundred good sized towns.

By interurban and rail connections we handle promptly cars of merchandise and household goods consigned to us. Several modern plants for storage are available.

Consign to us. We know how.

ELGIN STORAGE & TRANSFER CO., 60-62 River Street, Elgin, Ill.

MOLINE, ILL.

Fireproof Warehouse

Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., Davenport, Iowa and Upper Mississippi Valley

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

Crandall Transfer & Warehouse Company
1205-1209 Fourth Ave. Moline, Illinois

The Men Who Distribute
Keystone Wire & Steel
Products

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

PEORIA, ILL.

Office: 4-1285, 4-4238

TELEPHONES

Barns: 4-3307

O'Neill Bros. Transfer & Storage Co.**Merchandise Hauling**

Carload Shipments Distributed

Freight Handled Promptly

Pool Car Distributing

Merchandise and Furniture Storage

Commercial Furniture Warehousing

617-619-621 S. Water St.

Peoria, Ill.

ROCKFORD, ILL.

Carry Spot Stocks at Rockford—and at The Bartlett Warehouse

Rockford (pop. 85,000) is a prosperous and rapidly growing industrial city, the largest city and chief distributing point in a wide territory. Steam and electric lines and concrete highways lead to all important towns in Northern Illinois and Southern Wisconsin.

The Bartlett Warehouse is new, of fireproof construction, and centrally located. The downtown district and all freight stations are within four blocks.

Bartlett Storage Warehouse

Rockford, Illinois

ROCKFORD, ILL.



"The Choice of the Greatest Industries"

ROCK ISLAND, ILL.

Rock Island Transfer & Storage Co.
Merchandise Warehousing and Distribution
Motor Truck Service
 C. B. & Q. SIDING
 FREE SWITCHING FROM ALL OTHER ROADS

SPRINGFIELD, ILL.

Hillier Storage Company
 Springfield, Ills.

Chicago & Alton and C. I. & W. railroad. Free switching when billed in our care.

Merchandise and Household Goods Storage—Moving, Packing and Shipping—Carload Distribution—Pool Car Distribution—Spot Stock Delivery.

SPRINGFIELD, ILL.

Merchants Transfer & Storage Co.
BONDED WAREHOUSE

STORAGE, PACKING, MOVING AND SHIPPING
 HANDLING MERCHANDISE CARS A SPECIALTY
 HEAVY AND LONG DISTANCE HAULING
 1000 EAST MONROE STREET
 SPRINGFIELD, ILL.

SPRINGFIELD, ILL.

Moving Household Goods
 Long Distance Hauling—None Better

CHAS. UNDERFANGER

PROPRIETOR

WEST END STORAGE

TELEPHONE MAIN 601

SPRINGFIELD, ILL.

Warehouse: 916 West Washington Street

Residence: 107 South State Street

EVANSVILLE, IND.

Central Warehouse Co.

INCORPORATED

F. W. GRIESE, Pres. and Mgr.

**PUBLIC STORAGE
 AND WAREHOUSE**

901 Main St.

Evansville, Ind.

Mdse. Only
 Storage & Distribution
 Illinois Central Tracks.
 Free Switching.

FORT WAYNE, IND.

Fort Wayne Storage Company
FORT WAYNE, INDIANA

*General Merchandise
 Storage and Forwarding*

FORT WAYNE, IND.

PETTIT'S STORAGE WAREHOUSE CO.
"FIREPROOF" BUILDINGS
STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District
 We have our own truck line and are equipped to make prompt deliveries
 Private siding

**FORT WAYNE, IND.**

Southside Storage & Van Co.

Furniture Packing, Crating, Storage, Overland Moving
 and General Trucking

327 E. Superior St.

Fort Wayne, Ind.

INDIANAPOLIS, IND.

"Coburn Service for Efficiency"

**Henry Coburn Storage
 & Warehouse Co.**

Indianapolis

Merchandise Storage

Quick Shipments

Distribution Cars

Orders filled and en route the day received.

No trap car delays.

We own and operate our truck equipment.

**INDIANAPOLIS, IND.**

D. & D. TRANSFER & STORAGE CO.
Indiana Licensed Class A Warehouse
 221-25 W. South Street.

Modern, Concrete, Vacuum Sprinkled, Steam Heated Building for the Storage and Distribution of Merchandise.

Private R.R. Siding—Free Switching.

Over 21 Years Continuously Serving
 Local and National Firms

INDIANAPOLIS, IND.

Indiana Terminal Warehouse Co.

See our advertisement on front inside cover page

INDIANAPOLIS, IND.

MANUFACTURERS!!!

We Need Twenty More Satisfied Customers

We can BEAT THEM ALL when it comes to PROMPT SHIPMENTS from STOCK. If you want INDIANA business, you need stocks here to compete with Indianapolis Manufacturers and OTHERS. Write us YOUR needs.

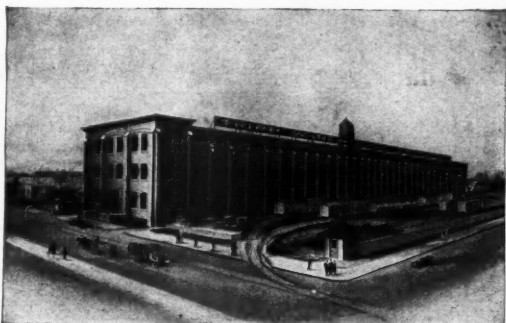
INDIANAPOLIS WAREHOUSE CO.

330 West New York St.
(18 years' experience)

FRANK A. TODD, V. P. & G. Mngr.

INDIANAPOLIS, IND.

INDIANAPOLIS, IND.



TRIPP WAREHOUSE COMPANY

Indianapolis, Ind.

Merchandise Storage and Distribution
Prompt and Efficient Handling of Pool Cars
Centrally Located in Shipping District
Insurance Rate—18 cents per \$100.00
Motor Truck Delivery
Service that Satisfies

The Men Who Distribute

Porter Screens

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

INDIANAPOLIS, IND.

Shank Fireproof Storage Co.

Indianapolis, Ind.

We have added a new Fireproof Warehouse for Household Goods, 60,000 sq. ft. of floor space, at 1430 N. Illinois St. This new building is in addition to our other storage house at 227-229 North Jersey St. Every facility for the prompt and efficient handling of your shipments.

PACKING
STORAGE

MOVING
FORWARDING

Members of N. F. W. A.

KOKOMO, IND.

Phone 307

"HAULIT"

Office: 905 N. Union St.

Becraft Transfer and Storage Company

KOKOMO, INDIANA

J. H. BECRAFT, Owner and Manager

H H Goods and Mdse. Storage
Carload Distributing

Packing, Moving and Shipping
Private Siding—Pennsylvania Ry.

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G. CARUSO & CO.

ANTONINO PALUMBO, Gen'l Mgr.

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General Merchandise Storage and
Forwarding

Long Distance Hauling—City Deliveries

Pool Cars Distributed

Trackage on Penna. R.R.

Free Switching

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VIRGIL F. LEMON

FIREPROOF STORAGE and WAREHOUSE

Local and Long Distance Moving

Office, 314 S. Branson St.

Marion, Indiana

Furniture Packing, Storing and Shipping

MUNCIE, IND.

H. L. OLIVER, President
D. O. HENDERSON,
Sec. and Treas.

Iron Safes, Machinery, Household Goods and Pianos Moved

All Kinds of Merchandise Stored and Distributed

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DELAWARE TRUCKING CO., INC.

Muncie, Ind.

Carload Shipments Distributed

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Long Distance Hauling

Motor Service

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Free Switching from All Railroads

MUNCIE, IND.

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121 N. Mulberry St., Muncie, Ind.
Phone 1195

Indianapolis Office: 551 So. Illinois St.
Phone—Circle 6433.

**Furniture Moving,
Packing, Storage, Shipping**
Merchandise Pool Cars Distributed

Our daily trips to Indianapolis offer storage and distribution service at a minimum of expense for those who wish to operate in this territory.

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Office Phone 2528

Member of Indiana Transfer and Warehouseman Association

**FOREST MONGER
TRANSFER and STORAGE CO.**

**STORAGE, GENERAL DRAYING
AND TRANSFER**

Long Distance Hauling a Specialty

Quick Service

Storage House 517-519 North D St. Fire Proof Storage

RICHMOND, IND.

Furniture—Packing—Crating and Shipping
Distributors of Pool Cars

Collections Given Prompt Attention Motor Service

SOUTH BEND, IND.

WARNER WAREHOUSE CO.

Merchandise Storage and Distribution

New York Central Siding—Free Switching—Pool Car Distribution—Negotiable Warehouse Receipts Issued.

Members: American Warehousemen's Assn.
Central Warehousemen's Club.

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Solicits your shipping
on the basis of



**SERVICE
PROMPTNESS
EFFICIENT HANDLING
EXCELLENT FACILITIES FOR
DISTRIBUTION IN EVERY PHASE**

Transit Privilege on Sugar, Potatoes, Lumber & Beet Pulp
Low Insurance Rate

Pool Cars Storage Distribution

MERCER TRANSFER & STORAGE CO.
Burlington, Ia.

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Cedar Rapids Transfer & Storage Co., Inc.

Fireproof Warehouse Motor Truck Service
Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles
290,000 Square Feet Storage Space

CEDAR RAPIDS, IOWA



Moving — Packing — Shipping — Storage

LYNCH SERVICE

Complete and Dependable
Your assignments will be promptly and carefully executed by a skillful and responsible organization.
Modern Equipment—Trackage—New Fireproof Building

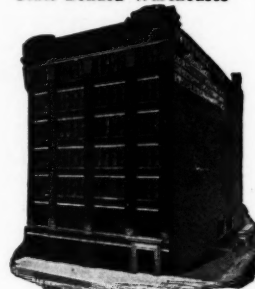
LYNCH TRANSFER CO.

Established 1884

CEDAR RAPIDS, IOWA

**COUNCIL BLUFFS, IOWA
& OMAHA, NEB.**

State Bonded Warehouse



813 Douglas St.

Complete equipment, manned by capable, experienced crews, captained by seasoned warehousemen, are at your service here. Whatever you expect of a warehouse you may expect of Ford, and find it done in the best manner possible.

FORD

"Gets There Regardless"

Transfer & Storage Co.

Local Shipments Efficiently Handled by 17 Trucks

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Fireproof Warehouse
Moving Packing Shipping



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813 Douglas Street

Council Bluffs, Ia.

700 S. Main Street

DAVENPORT, IOWA

Where the
West Begins



Reliable for
20 Years
Saving-freight
The
Mississippi
Rate Break

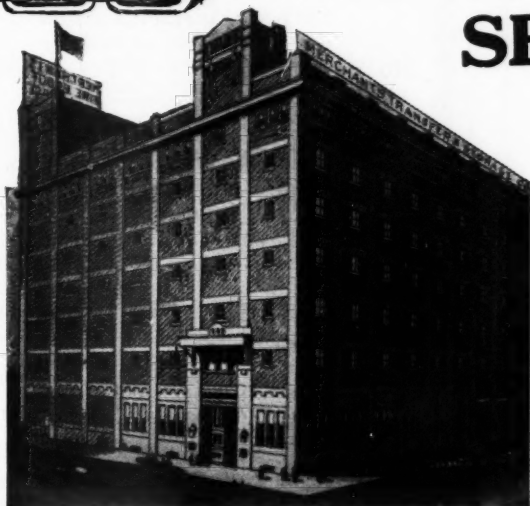
Fireproof Warehouse, on Trackage—In the Business and Shipping District of Davenport.
References—93 Nationally Known Firms Using Our Distributing and Warehouse Service.
Ewert & Richter Express and Storage Co., Davenport, Iowa

The Men Who Distribute

United Drug Products

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

DES MOINES, IOWA



SERVICE FOR THE SHIPPER

Our service and equipment enables us to handle your shipments to the best advantage.

Warehouse located within a short haul of local depots and wholesale and retail districts.

Storage for all commodities.

Pool car distribution.

Write for rates and information.

Place spot stocks with us and give your customer quick service.

200 Package Cars leave Des Moines daily, furnishing 24-hour service to surrounding territory.

MERCHANTS

TRANSFER & STORAGE CO.

Ninth and Mulberry Streets, Des Moines, Iowa
Members: AWA, NFWA, CWC.



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RED LINE Transfer & Storage Co., Inc.

*Merchandise and Furniture Warehouse
Distributors and Forwarders*

Send Your Pool Cars in Our Care
New Fire-Proof Warehouse
Teams or Auto Trucks for Hauling
Free Switching on All Railroads to Our Warehouse

515 East Court Ave. Des Moines, Iowa

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DAGGETT TRANSFER AND STORAGE

Special Attention Given to Merchandise
Distribution and Pool Car Shipments

MEMBERS:
Central Warehousemen's Club
National Furniture Warehousemen's Association

SIOUX CITY, IOWA

BEKINS VAN & STORAGE CO., Inc.

Est. 1890

Moving. Packing. Storage. Shipping. Household Goods and Pianos. Low Insurance Rates. Equipped to handle all kinds of merchandise. Mdse. Warehouse near Fourth and Water Sts. Fireproof Warehouse Sixth and Perry Sts.

DES MOINES, IOWA

WARE @ STORAGE CO.

Furniture Moved, Packed, Stored, Shipped
We Specialize in City Distribution
Covering All Sections of City Daily

IOWA'S LARGEST PIANO MOVERS

Office and Warehouse, 12th and Keesauqua Way
Member I. W. A.

MARSHALLTOWN, IOWA

EWING of MARSHALLTOWN

Connects with three railways, distributes pool cars and spot stocks, stores, moves and ships furniture, hauls by truck, and doesn't charge too much. If you've got anything for Iowa, "Send It To Ewing."

EWING TRANSFER CO.,

Marshalltown, Iowa

SIOUX CITY, IOWA.

Berthelsen Transfer and Storage Company

Household Goods packed, stored and shipped.

Local and long distance hauling.

Distributors of Pool Cars.

Private Siding.

Household Goods and Merchandise Warehouse.

1509-11-13-15 East Fourth St.
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Member of Montul Whse. Service, Inc.

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Brown Van & Storage Co., Inc.

A. R. BROWN, Pres.

HOUSEHOLD GOODS MOVED,
PACKED AND STORED
CRATING AND SHIPPING
LONG DISTANCE HAULING
FIREPROOF STORAGE

514 Eighth St.

Sioux City, Iowa

SIOUX CITY, IOWA

Pianos, Safes and Heavy Hauling
If It's Routed to or Through Sioux City, Bill It to

ROSENTHAL

Fireproof and Steam Heated Storage
300 Iowa Street, Sioux City, Iowa

WATERLOO, IOWA

IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

KANSAS CITY, KANSAS

THE INTER-STATE
TRANSFER & STORAGE COMPANY
PACKING, MOVING, STORING AND SHIPPING
1106-8-10 North Fifth Street

L. J. Canfield, Proprietor Both Telephones 0075
We handle approximately 75% of all the freight shipped to Kansas City, Kan.—
L. J. Canfield.

PITTSBURG, KANSAS

Best Location for KANSAS, MISSOURI, and OKLAHOMA
MERCHANDISE STORAGE and POOL
CAR Distribution

Located on the Atchison, Topeka & Santa Fe, Joplin-Pittsburg, Kansas City Southern, Missouri Pacific, and St. Louis & San Francisco Railways.

PITTSBURG TRANSFER & STORAGE CO., Inc.
P. O. Box 527

TOPEKA, KANSAS.

N. F. W. A. A. W. A. O. W. C.

**THE TOPEKA
TRANSFER & STORAGE CO., Inc.**

Established 1880

Three houses for
Merchandise—Household Goods

Our private switch connects with the A. T. & S. F., C. R. I. & P., U. P., and M. P. Free switching. Motor van, packing and reconditioning services. Prompt remittance of advanced charges and collections. POOL CAR DISTRIBUTION and shipment from spot stocks of merchandise at low rates, accurately and promptly. Consign a carload for a test.

WICHITA, KANSAS

Lowest Insurance

"Where Service Counts"

Storage Distribution and Forwarding

BROKERS OFFICE & WAREHOUSE CO.

—Bonded—

143 North Rock Island Ave.

Fireproof



Private Siding. Direct Connection all Railway Lines Entering City.

Centrally Located in the Jobbing District and to Railway Stations.

Send us a carload and watch closely.

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WICHITA, KANSAS

A. F. JONES, Pres.

E. W. JONES, Vice-Pres.
J. H. BRUGH, Sec., Gen. Mgr.

L. B. JONES, Treas.

UNITED WAREHOUSE CO.
General Warehousing
Storage, forwarding and Distributing

300,000 SQUARE FEET

CAPITAL \$100,000.00



Three Warehouses (Fireproof)
Low Insurance. Complete Retail Connections. We Lend at Current Rates Upon Our Own Warehouse Receipts.

UNITED WAREHOUSE CO.

Wichita, Kansas
115 N. Meade & 815 E. 2nd

Kansas City, Mo.
2114 Central St.

LEXINGTON, KY.

**W. R. MILWARD
Furniture Storage**

Packing and Shipping

LEXINGTON 159-161-163 North Broadway KENTUCKY
ESTABLISHED 1879

The Men Who Distribute
Bixby's Blacking
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

LEXINGTON, KY.

**THE UNION
TRANSFER and STORAGE
COMPANY, Inc.
THREE LARGE
WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located.
Warehouses on Private Sidings. Free Switching Charges.
DISTRIBUTION OF POOL CARS A SPECIALTY
MERCHANDISE AND HOUSEHOLD GOODS
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE
Member American Chain of Warehouses

LOUISVILLE, KY.

Carry Spot Stocks in Louisville

Where Concentrates the Golden Flood
of Ohio River Valley Commerce

Louisville Public Warehouse Co.

W. N. Cox, President

E. H. Bacon, Vice-President



LOUISVILLE, KY.

**SAFETY TRANSFER AND
STORAGE CO., INC.**

"Louisville's Leading Movers & Packers"

Clay and Main Streets
We Move, Pack, Store and Forward Household
Goods
Member N. F. W. A.

LOUISVILLE, KY.

**Tabb Storage Warehouse
and
Freight Transfer Line**

Established 1875

C. S. Tabb's Son, Mgr.

NEWSPRINT—RAILWAY STORAGE

GENERAL HAULING

KEEP IT UP!

One step won't take you very far, you've got to
keep on walking;
One word won't tell them what you are, you've
got to keep on talking;
One inch won't make you tall, you've got to
keep on growing;
One little "ad" won't do it all, you've got to
keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING
by George S. Lovejoy, Vice-President of the
American Warehousemen's Association.

NEW ORLEANS, LA.

NEW ORLEANS

**In the heart of the
Commercial District**

at New Orleans we have a distrib-
uting depot for package freight,
operated for the particular serv-
ice of the traffic manager by a
specialized organization that
will handle orders as
promptly and efficiently
as your own ship-
ping depart-
ment.

**Central
Distributing
Warehouses**

**Shipside
Terminals**

Alabo Warehouse

Commercial Warehouse

The most centrally located
warehouse in the city

The only public warehouse
in New Orleans on the water
front—wharf facilities for
the largest ocean steamers

**COMMERCIAL
WAREHOUSES**

NEW ORLEANS, LA.

STORAGERS IN OTHER CITIES:

Here's why you can trust your clients' goods with

O. K. STORAGE & TRANSFER CO.

New Orleans

*We Treat Clients You Refer to
Us with Every Consideration*

**Our Building Is Absolutely Fireproof
We Make Remittances Promptly
We Are Financially Responsible**

*We Specialize in Household Goods
and Office Furnishings Exclusively*

WE KNOW HOW

General Manager

O. K. Storage & Transfer Co.

New Orleans, La. Louisville, Ky. Memphis, Tenn.

NEW ORLEANS, LA.



Alice
in
Storageland



ALICE was glad the White Rabbit had not vanished, as had the Duchess at the Standard Warehouse, New Orleans. She was learning a great deal about Storageland.

"What are those little black pipes that crawl along the ceilings?" she asked. "I've seen them on every floor of the Standard Warehouse."

"They are part of the sprinkler system," the White Rabbit explained. "In case of fire a fairy goes around breaking valves that set streams of water flying wherever the fire may be. The people that make sprinkler systems call them automatic, but that's all they know. The truth is, the fairies do the work, but it's just like men to take credit," the White Rabbit concluded bitterly.

"The people skilled in mechanics attach an automatic pressure gauge on the system, which is supervised by the National District Telegraph Co. A night watchman is on duty all night reporting seven times every hour, as additional protection. All this gives a very low insurance rate. And with the Standard Warehouse right at the very front door of the wholesale and jobbing district of New Orleans, you can see what superb protection and quick service the Standard can offer its clients."

"Indeed I can, and do," Alice replied. "It is the most wonderful combination I have ever encountered," she finished, very proud of her vocabulary and hoping the White Rabbit would not notice her pride.

(Watch for further Adventures of Alice in Storageland.)

Standard Warehouse Co.

100 Poydras St. New Orleans, La.
Second Port, U. S. A.

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BANGOR, MAINE

McLAUGHLIN WAREHOUSE CO.

Established 1875

Incorporated 1918

General Storage and Distributing



Rail and Water Connection
Private Siding

Member

American Warehousemen's Association
American Chain of Warehouses

PORTLAND, MAINE

Galt Block Warehouse Company

Portland, Maine

Storage, General Merchandise, Household Goods and Automobiles

Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.

Office, 20 Commercial St., Portland, Maine
J. S. SAWTELLE, Manager

BALTIMORE, MD.

THOS. H. VICKERY, President

BALTIMORE STORAGE CO.

1710-20 Edmondson Avenue Charles and 26th Sts.
Bruce St. and Summit Place

Member { N. Y. F. W. A.
Balt. F. W. A.

Operates 3 Warehouses.

BALTIMORE, MD.

Low Insurance Rates

Merchandise Warehousing

&

Distribution

Complete modern Warehouse Service
to all shippers.

Pool-Cars a Specialty

Located in heart of wholesale district

CENTRAL WAREHOUSE CO.

517 to 525 W. Baltimore St.

"We Give Service, Don't Promise It."

BALTIMORE, MD.

Main Office: 34 S. Eutaw St. Whses.: 1019-21, 1206-08 Ridgley St.
Est. 1896

DAVIDSON TRANSFER & STORAGE CO.

"Baltimore's Leading Movers"

FURNITURE PACKED, SHIPPED OR STORED.

BALTIMORE, MD.

FIDELITY STORAGE CO.

2104-6-8-10 Maryland Avenue

*Household Goods Exclusively
Your Clients Efficiently Served
All Collections Promptly Remitted*

Members Baltimore Furniture Warehousemen's Association, National Furniture Warehousemen's Association.

Baltimore's Modern Fireproof Warehouse

BALTIMORE, MD.

There Is Profit and Service in



Long Distance Removals

Specializing in long distance moving, we cover the principal cities throughout the Eastern section of the United States with regularity. Our experience and facilities will solve your long distance problems.

In addition you will find our service profitable to you and satisfactory to your customers.

Loads or part loads of household goods, office equipment or merchandise to or from Baltimore, Washington, Richmond, Pittsburgh, Cleveland, Youngstown, Buffalo, Philadelphia, Trenton, New York, Albany, Bridgeport, Hartford, Springfield, New London, Providence and Boston or en route.

Utmost care used with special compartments for breakable or fragile articles. Write or phone me when you want quick service. Get particulars of how we make it profitable for you to use our service.

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Call Day or Night SKIDMORE 1822

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Established 1879

MONUMENTAL STORAGE & CARPET CLEANING CO.

1110-1116 PARK AVENUE, BALTIMORE, MD.

ABSOLUTELY FIREPROOF WAREHOUSE

*Furniture Storage — Packing — Moving
Carpet Cleaning*

Members N. F. W. A. and B. F. W. A.

BALTIMORE, MD.

McCormick Warehouse Company

McCormick Building

Private Railroad Siding
General Storage

All Railroad Connections
Pool Car Distribution

Connections with M. & M. T. Co.
on New England C. L. Movement

BALTIMORE, MD.

Security Storage & Trust Company

Resources Over One Million Dollars

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

Members of
Baltimore Furniture Warehousemen's Association
National Furniture Warehousemen's Association

ARLINGTON, MASS.

ARLINGTON STORAGE WAREHOUSE

20 Mill Street, Arlington, Massachusetts

Fireproof and Semi-Fireproof Sections

Household Goods Exclusively
Modern Heated Piano Room

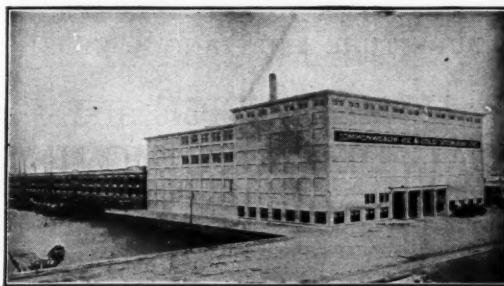
Separate Locked Rooms for Furniture

First-Class Auto-Truck Service
Packing and Shipping Anywhere
Consignments Solicited

BOSTON, MASS.

For Service in Boston It's Commonwealth

Where Rail Meets Sail



Cold storage for all classes of perishable merchandise.
Directly connected side track on New York, New
Haven & Hartford.

General storage space for all classes of merchandise.
Perfect local distribution facilities.

**COMMONWEALTH
ICE AND COLD STORAGE CO.**
220 Northern Avenue, Boston, Mass.

BOSTON, MASS.

Francis E. Buckley, Mgr.

Est. 1880

Dorchester Fireproof Storage Warehouse

Moving—Packing—Shipping

We operate a fleet of modern enclosed
padded vans.

Our complete service covers Boston
and all suburbs.

Office and Warehouse:
690 Dudley St., Boston



Members

N. F. W. A.
A. W. A.
Can. W. A.
Mass. W. A.



BOSTON, MASS.



FURNITURE AND PIANO MOVERS

HOME, OFFICE and LONG DISTANCE MOVING

Having a five story building comprising forty-one thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

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Dorchester Office:

Dorchester, Mass.

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Packing Department:

South Boston

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GIBBS EXPRESS CO. YETTEN'S STORAGE
ESTABLISHED 1845

POOL CAR DISTRIBUTION

LeBaron R. Yetten

232 State St.

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Northern Avenue Stores & Dock Corporation

New Haven Terminal Stores

308-316 Congress Street Boston, Mass.

Direct Track Connection

New York, New Haven & Hartford Railroad

Free and Bonded Storage of
General Merchandise

Wool Consignments Especially Solicited

FORT HILL STORAGE WAREHOUSE

78-84 Purchase Street

415-429 Atlantic Avenue

General Merchandise

Particularly desirable for Canned Goods or any
Merchandise requiring a non-freezing tempera-
ture.

Let us submit rates. Store with us and get
service



WILLIAM B. HARPER

General Manager

BOSTON, MASS.
BRIGHTON, MASS.

Office 80-108 Holton St., Brighton, Mass.

General Merchandise Storage and Distributing

Pool Car Shipments. Location in the Center of Greater
Boston. B. and A. R. R. Siding.

MOTOR TRUCK SERVICE.

BOSTON, MASS.

Terminal Wharf & Railroad Warehouse Co.

50 Terminal St.

Boston (29)

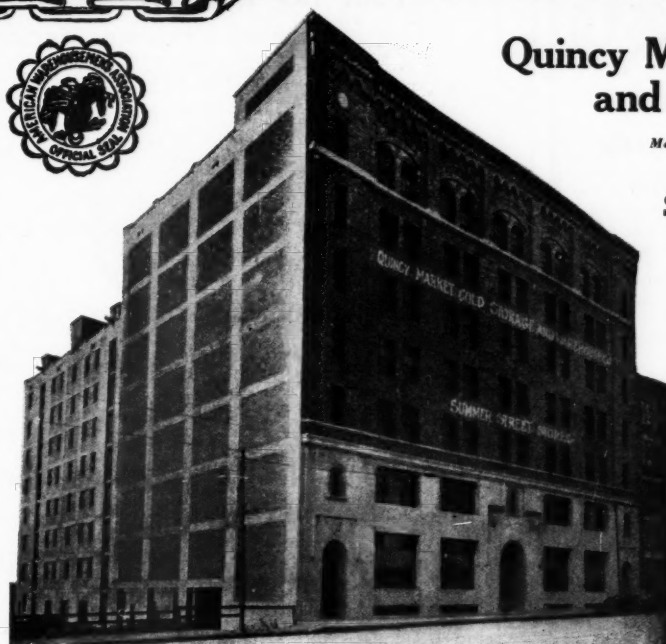
Mass.

STORAGE

B. & M. RR.
Mystic Wharf,
Boston

N. Y., N. H. & H. RR.
E. Street Stores
South Boston

BOSTON, MASS.



Summer Street Stores, Direct Connection via N. Y., N. H. & H. R. R.

Quincy Market Cold Storage and Warehouse Co.

Member American Chain of Warehouses, Inc.
New York Office: 415 Greenwich St.
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STORAGE FOR FREE AND BONDED MERCHANDISE

Special Attention Given to Distribution

Charles River Stores, 4,776,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R. R. Deep Water Connection—Dock 500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Albany R. R.

Summer Street Stores, 2,000,000 cu. ft. Fireproof construction. Lowest Insurance Rates. Direct track connection with the New York, New Haven & Hartford R. R.

GEORGE S. LOVEJOY,
Manager

General Storage Department
Main Office:
178 Atlantic Ave.
Boston, Mass.



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When shipping goods by rail, consign to our care via Boston and Albany R. R., East Cambridge Station. Car lots will be placed at our door on our own private siding.
METROPOLITAN STORAGE WAREHOUSE CO.
134 Massachusetts Avenue, Cambridge, Mass.
WARREN B. HIBBERT, Manager

SPRINGFIELD, MASS.

BILL KNEELAND, President
Daniel J. Curtis, Treasurer and Manager

FURNITURE and MERCHANDISE STORAGE and DISTRIBUTION

POOL CARS HANDLED

Fireproof Construction. Low Insurance Rate.

Correspondence Solicited.

CENTRAL STORAGE WAREHOUSE, INC.

270 Liberty Street

Members: A. W. A. and N. F. W. A.

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BILL KNEELAND'S MOTOR EXPRESS STORAGE WAREHOUSE

FREIGHT FORWARDERS

Household Goods and General Merchandise

Principal Office: 222 Chestnut St.

Boston Office: 139 Pearl St. N. Y. Office: 325 Hudson St.
POOL CAR DISTRIBUTION

HOLYOKE, MASS.

Sheldon Transfer & Storage Co., Inc.

ESTABLISHED 1870

Main Office 647 Main St. Branch Office 47 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq. ft. N. Y., N. H. & H. and B. & M. Sidings

WORCESTER, MASS.

J. W. MacGregor

George A. Bowker

GEORGE A. BOWKER, Inc.

STORAGE WAREHOUSE

Distributors of General Merchandise

Carload and Pool Lots a Specialty

NEW BUILDING

B. & M. R. R. SIDING

122-124 Central Street 111-113 Thomas Street

Reliable Service

NORTHAMPTON, MASS.

GLEASON BROTHERS P. P. Gleason Prop.

Long distance transfer by auto truck
Building Movers—Crushed Stone, Cement and Mortar Sand
Storage Warehouse—N. Y., N. H. & H. R. R.

Office 7 Pearl St.—Tel. 413-W

Member National Furniture Warehousemen's Assn.

Northampton Baggage Transfer

Boston & Maine R. R.—N. Y., N. H. & H. R. R.

Tel. 153

The Men Who Distribute

Jersey Cereals

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

WORCESTER, MASS.

Bowler Storage & Sales Co.

Main Office
81 Lafayette St.
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*A Warehouse
That Does Your
Business the
Way You Want
It Done*

In fact every intelligent service that could be expected of a personally operated warehouse is performed with strictest attention to all the details of each transaction.

Serve your New England customers through our warehouses at

Worcester, Massachusetts
*Logical point of distribution
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Merchandise
Division

WORCESTER, MASS.

**NORTHEASTERN
STORAGE & DISTRIBUTING CO.**

Storage and Distribution
of General Merchandise

Pool Car Distribution

Railroad Facilities

WORCESTER, MASS.

School Street Storage Warehouse Co.

44-52 School St.

FIREPROOF WAREHOUSE

Storage, Shipping, Packing of Household Goods
General Merchandise Distribution; Pool Car Shipment

MEMBERS A. W. A. AND N. F. W. A.

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The Riverside Truck & Storage Co.

Storage Household Goods and Merchandise
Pool Car Distribution

25000 ft. Floor Space. Private Siding
Office and Warehouse

2nd and Adams Sts., Bay City, Mich.

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**Kellogg's Toasted Corn
Flakes**

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and consult the Shippers' Index

DETROIT, MICH.

Your Big Desire Fulfilled—
The House of Personal Service

The
Standard
ofQuality
Service

DETROIT
**MICHIGAN'S LARGEST FIREPROOF
STORAGE WAREHOUSE**

A Safe Depository for

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FURNITUREHOUSEHOLD EFFECTS
MERCHANDISE

MUSICAL INSTRUMENTS

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Etc.

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Trunk Vaults and Picture

Rug and Upholstering Clean-

Gallery

ing

The Finest Moving Equip-

Furniture Repairing

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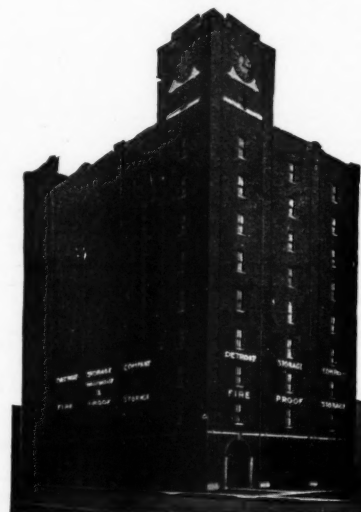
Crating and Packing

We remit on receipt of Documents and Goods

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Detroit Storage Co.

A. A. LEONARD, Pres.



MOVING, PACKING, SHIPPING

Corner East Grand Boulevard and Beaubien St.,
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Member National Warehousemen's Ass'n.

DETROIT, MICH.

GREAT CENTRAL WAREHOUSE CO.

1321—12th Street

MERCHANDISE WAREHOUSING

Private siding Michigan Central R.R., daily 40 car capacity

*Courteous, Prompt and Efficient Service**Pool car distribution Detroit and vicinity*Our location in heart of Detroit's west side activities— $\frac{1}{2}$ mile from all freight depots and boats, center of all wholesale and jobbing district.

GREAT CENTRAL BUILDS YOUR BUSINESS

DETROIT, MICH.

The Michigan Terminal
Warehouse Co.

See our advertisement on front inside cover, page 2.

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WE MOVE BY VAN WITHIN 1000 MILES

EVERY LOAD INSURED

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CONSIGN CRATED SHIPMENTS

TO THE ROBINSON STORAGE COMPANY

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Via MC, Wabash or NYC Russell St. Dely, or GT Trombly St. Dely.

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Long Distance

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STORAGE

A Specialty

SHIPPING

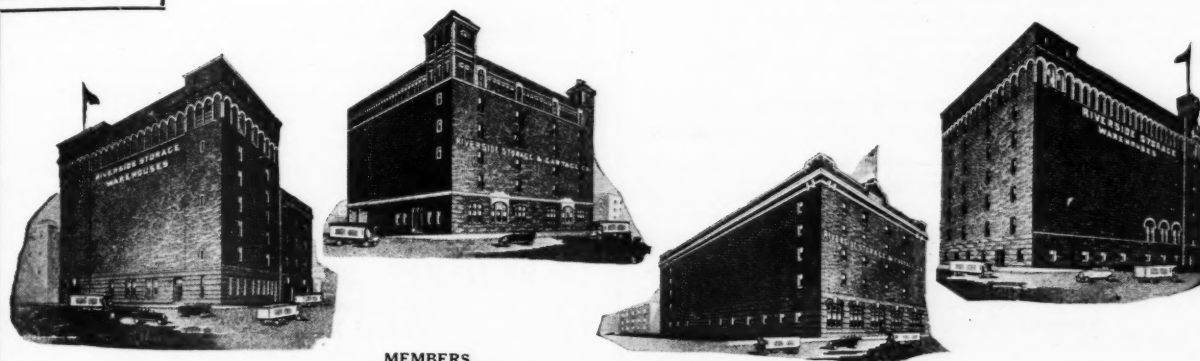
ROBINSON

The Men Who Distribute

Swift & Co. Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

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"SERVICE WITH SECURITY"

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects.

Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

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CASS and CONGRESS STS.

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TERMINAL RAILROAD

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Members National Furniture Warehousemen's Association

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HOUSEHOLD GOODS STORAGE

COMMERCIAL STORAGE

PERE-MARQUETTE & GRAND TRUNK R. R.

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**Largest Commercial Warehouse
in Western Michigan**

Located within four blocks of
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Instant Service. Merchandise Warehouse only.
Only warehouse in Grand Rapids operating
our own transfer business in addition to the
warehouse. We operate 36 horse drawn ve-
hicles and 12 motor trucks. Shipments made
same day orders are received. Pool Car Dis-
tribution. Private R. R. Siding. Free Switch-
ing. Michigan Central R. R.

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GRAND RAPIDS, MICH.

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Wealthy Street and Charles Avenue, Grand Rapids, Mich.
Fireproof and Non-Fireproof Warehouses
100,000 Square Feet

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**Most Up-to-Date Warehouse
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Concrete Construction.
Absolutely Fireproof. Sprinkler Risk.
Lowest Warehouse Insurance Rate in State.
Track Capacity, 25 Cars.
Latest and Best Equipment for Handling

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Cartage Facilities.
High Grade Service Guaranteed.
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Storage—Reforwarding—
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**The Safety Valve for Over-Production**

If you have a comprehensive system of warehousing,
you can schedule your production on a 12 months' pro-
gram, and let your warehousing act as the safety valve.

The advantage of continuous operation from the stand-
point of the manufacturer is obvious and profitable.

In the Michigan territory this service can best be ob-
tained through RICHARDS, with 12 special warehouses
in Grand Rapids, completely equipped and carefully
classified for the storage of practically every known
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**Western Michigan
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Established 1908. Most complete facilities for Storing, Mov-
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modern convenience, resulting in service of the better kind.

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Distribution of Merchandise Pool Cars. Free
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Two Warehouses—519 South Park Ave., 558
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Est. 1873

Merchandise Storage and Distribution**Motor Trucks and Team Equipment for all kinds of hauling. Machinery Riggers.**

Office in M. C. R. R. Freight House.

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*"Center of Michigan"***Fireproof Storage & Transfer Co.**

SERVICE—SAFETY—SATISFACTION—GUARANTEED

MOVE—PACK—CRATE—TRANSFER**FIREPROOF WAREHOUSE—PRIVATE SIDING
POOL CAR DISTRIBUTION**

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LANSING STORAGE COMPANYThe only modern fireproof warehouse in
Lausing exclusively for household storage.**RUG—TRUNK—SILVER VAULTS****WE KNOW HOW**
440 No. Washington Ave.

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MERCHANDISE DISTRIBUTION****SPRINKLER SYSTEM**Private Sidings M. C. R. R.
SAGINAW, MICH.Office
N. Michigan Ave.

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Freight, baggage and express transfer. Furniture packing and moving. Light and heavy hauling. Private locked rooms. Heated piano and painting rooms. Advance charges remitted instantly. Packing. Storage, Shipping. Largest Padded Vans in the city. Private switch. No switching charges.

POOL CARS DISTRIBUTED**17 North Fifth Ave., West Duluth, Minn.**

DULUTH, MINN.

Established 1892

Thirty-Two Years of Experience

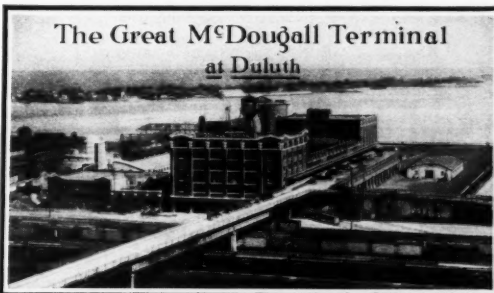
DULUTH VAN & STORAGE CO.

18 Fourth Avenue, West

Modern Storage Facilities for
Household Goods & Merchandise**POOL CAR DISTRIBUTORS**

Located on Terminal Tracks—No Switching Charge

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**The Great McDougall Terminal
at Duluth****Duluth—The greatest Receiving and Shipping Port of the Northwest and Terminal of 10 Railway Systems.**

12,428 Boat Arrivals and departures handled over 59,000,000 tons through the Head-of-the-Lakes Harbor in 1923. That's why it ranks next to New York in tonnage.

Located on the water front, in the midst of all Railroads, Transfers and Wholesale Houses, we offer lowest distribution costs on all forms of merchandise.

Free Deliveries to our docks by all Boat Lines and on all freight routed "Lake and Rail." Our Terminal offers—

Fireproof Concrete Warehouse and a 10c Insurance Rate.
350,000 sq. ft. General Storage—1,000,000 cu. ft. Cold Storage.

"Trap Car" Service—Less Cartage—No Demurrage.

Wholesaling, Manufacturing and "Branch Office" space.
Storage Distributing Concentrating Forwarding Cold Storage Financing

Strategic location. Every economic facility and courteous cooperation.

Ask for illustrated literature, tariffs and free information.

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G. R. STEVENSON, Manager Storage Dept.

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**SECURITY STORAGE & VAN CO.,
14 EAST MICHIGAN ST.****STORAGE AND TRANSFER
OF HOUSEHOLD GOODS
AND MERCHANDISE****POOL CAR DISTRIBUTORS**

Located on Terminal Tracks

No Switching Charge

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When you think of Minneapolis, think of

BOYD**THE
REASON
WHY**

Fireproof Warehouse for Household Goods with 1800 steam-heated rooms and compartments.

Freight House for Pool Car Distribution and Merchandise Storage—Trackage for 20 cars.

Thirty Enclosed Vans, reaching every section of Minneapolis and St. Paul. Members A. W. A., N. F. W. A., Can. W. A., Minn. W. A.

Net Resources over \$475,000.00.
Thirty-five Years' Experience.**The Boyd Transfer & Storage Co.**
"Specializing in the Care of Household Goods"

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Distributing and Warehousing Merchandise
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Trackage on C. B. & Q. and G. N. Rys.Motor Truck and Team Service
Local and Long Distance Hauling

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Merchandise Houses

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Trap Car and Motor Truck Service

Household Goods Houses

101 Third Ave. So. on Belt Line Tracks

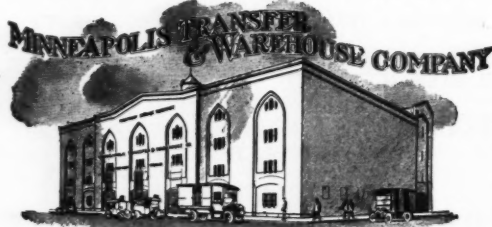
Packing — Moving — Shipping

Members—A. W. A. C. W. C. Minn. W. A.

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1,500,000 CUBIC FEET
FIREPROOF

Lowest Insurance Rate in Minneapolis

Locked private fireproof rooms for storage of household goods. Pool
car distributors. Complete fleet of vans and motor trucks.

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MURPHY

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Fireproof, sprinklered, with the lowest insurance rates,
the safety of your goods is not only assured, but at
lower cost.Three railroads connect direct to our platform: the
G. N., M. & St. L., and C., B. & Q. All others switch
free to us.

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Skellet of Minneapolis

deserves a place at the head of your Minneapolis list. A
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experienced men along most efficient lines. Open storage and
private rooms; centrally located on private side track; 21
vans and trucks. Our facilities and service warrant your
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We operate Ballard Company in St. Paul

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Expert Care of H. H. Goods

Long Distance Moving—Packing and Shipping
Rates to Pacific Coast

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Sixth St. and Ninth Ave. Northeast

Member Minnesota Warehousemen's Association and
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Piano Moving a Specialty

No Long Distance Hauling

Local Master Service

Household Goods and Merchandise Storage

Established 1898

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Freight Hauling
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Merchandise Warehousing and Distribution
Household Goods Storage

Maiers Transfer & Storage Co.

512 North 1st St.

Long distance hauling

Motor Service St. Cloud, Minn.

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and consult the Shippers' Index

July, 1925

DISTRIBUTION & WAREHOUSING

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St. Paul

Minn.



Distributors and Handlers of
HOUSEHOLD GOODS

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**Merchandise Storage
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WAREHOUSE COMPANY**

MERCHANDISE STORAGE and DISTRIBUTION

Saint Paul Midway Minneapolis

Where One Stock Serves the Twin Cities and Northwest
At the Junction of Nine Railroads
L. C. L. Shipping Without Carting

20 Warehouses Forty Acres Ground

Six Miles of Trackage

Served by Our Own Electric Locomotives

Motor Trucks for Local Deliveries

Your Patrons in the Northwest

Desire Quick Service**Let Us Help You Give It to Them**

**MERCHANDISE BONDED and COLD STORAGE
INDUSTRIAL SITES**

Shipping Station
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An Association of Good Warehouses
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**ST. PAUL TERMINAL
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New, clean, fireproof warehouses.
Located centrally in jobbing district.
LCL shipping without cartage.
Motor Trucks for store door delivery.
Bonded to the State.

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*Consign to***Winona Storage & Transfer Co.**

54-56 East Second St., Winona, Minnesota

Packing. Shipping. Storage. H. H. G. and Merchandise.
Pool Cars. Long Distance Hauling.

JACKSON, MISS.

RICKS

**Storage & Distributing Company
BONDED WAREHOUSEMEN**

Mississippi's Largest Warehouse

General Merchandise and Household Goods
Storage and Distributing

Modern Brick Buildings
Private Siding I. C. R. R.
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FIDELITY STORAGE & TRANSFER Co.**HIGH GRADE STORAGE ACCOMMODATIONS**

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Pooled Cars Distributed, Three Track Warehouses,
Merchandise and Household Goods

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Tonnies Transfer & Storage Co.

1027-43 Virginia Ave.

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Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates

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KANSAS CITY, MO.

Bonded with State of
Missouri for \$25,000.00



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Insurance Rate 15c

474 ft. of K. C. Terminal Track No. 4354. Serving all lines in and out.
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General Warehousing Storage
Forwarding and Distributing
Absolutely Fireproof

Shipments Made Same Day Orders Are Received.
Pool Cars Handled Promptly and Efficiently.



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If
there
are
any
favors
we
can
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for
you
here
say
so.

KANSAS CITY, MO.

A-B-C Fireproof Warehouse Co.

Four Fireproof Warehouses

Pool Car distribution of Household Goods and Automobiles. The location of our four fireproof warehouses is convenient to all parts of the city's residential districts. Your Kansas City shipments consigned to our care will be handled with extreme promptness and care. Your interests always safeguarded.

A-B-C and Kansas City are synonymous
Think of either and you think of the other

KANSAS CITY, MO.

Every facility for
the distribution of
pool car merchandise, insuring
a service only
comparable with
the best to be had.

1900 Central St.
Kansas City Missouri

L. J. KISSICK
President

J. H. KISSICK
Vice-President



KANSAS CITY, MO.

Location Plus Service Builds
Business for You

Central Storage Co.

45 Years of Distribution Service
1422 ST. LOUIS AVE.

CENTRAL **I**NDUSTRIAL **D**ISTRICT
KANSAS CITY, U.S.A.
OVER-NIGHT SHIPPING SERVICE

KANSAS CITY, MO.

To Men Who Distribute

We can satisfy YOU too!

Excerpt from letter of Traffic Manager of one of the largest industries in the country:

"Desire to express our appreciation for the very satisfactory manner in which our storage was handled this year."

Write

RADIAL WAREHOUSE COMPANY
KANSAS CITY, MISSOURI

In June issue of Distribution & Warehousing appears a detailed story of our plant and its new equipment.

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Serve the Southwest with United Service



KANSAS CITY WAREHOUSE

Three of the finest fireproof modern warehouses in the middle west. All operated by experienced warehousemen. Each equipped to furnish any service connected with the efficient storing, forwarding, or distribution of new merchandise. Ask us about it.

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Capital, \$100,000.00

Kansas City, Mo.
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Four of St. Louis' oldest and largest household goods warehouses under "GENERAL" management.

Langan & Taylor Storage & Moving Co.

R. U. Leonori Auction & Storage Co.

American Storage & Moving Co.

J. Brown Storage Co.

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SAINT
LOUIS
MISSOURI



GENERAL
WAREHOUSING
COMPANY

ST. LOUIS, MO.

A R R O W

Fireproof Storage & Moving Co., Inc.
4116 N. UNION BLVD.

CONCRETE CONSTRUCTION
FIREPROOF WAREHOUSE
FOR FURNITURE

Merchandise Storage and Distribution

Bonded Warehouse On Terminal Switch For Car Lots

ST. LOUIS, MO.

ST. LOUIS, MO.

The St. Louis Gateway.



Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent reshipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.

Pennsylvania Terminal Warehouse Co.
of St. Louis, Missouri.

R. F. Abernathy, Resident Mgr.

ST. LOUIS, MO.

BEN A. LANGAN FIREPROOF STORAGE CO.

5201 to 5209 Delmar Ave.
ST. LOUIS

Expert Movers and Forwarders of
HOUSEHOLD GOODS

Our Auto Van Service is Unexcelled
Your Interests Will Be Safely Guarded

HASTINGS, NEBR.

Borley Storage & Transfer Co., Inc.

Pool Car Distributor

STORAGE—FURNITURE
MERCHANDISE

HAULING, LIGHT & HEAVY
TWO WAREHOUSES

Private Railroad Siding
All Railroad Connections

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BEKINS OMAHA VAN and STORAGE

Household Goods and Merchandise

16th and Leavenworth St., OMAHA, NEBR.

OMAHA, NEB.

W. C. FERRIN VAN & STORAGE CO.

Storage, Moving, Packing,
Shipping Household Goods.
Separate Locked Rooms.
Railroad Siding.

S. E. Corner 15th St. and Capital Ave. Omaha

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Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic sprinkler systems.

Accommodations for brokers, jobbers, automobile manufacturers, etc.

Household Goods Packed, Stored and Forwarded

MEMBER:

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Central Warehousemen's Club.
National Furniture Warehousemen's Association.



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**MERCANTILE
STORAGE & WAREHOUSE COMPANY**

Merchandise Distribution and Warehousing
Write us for rates.

OMAHA

OMAHA, NEBR.

**Pacific Storage &
Warehouse Co.**

1007-9-11 JONES STREET

Merchandise Storage and Distribution

Pool cars solicited

Private Siding

Motor Trucks

Our Warehouse is in the Center
of the Jobbing and Business District.

Service That Satisfies Is Our Motto

Members of the Central Warehousemen's Club,
American Warehousemen's Ass'n.

OMAHA, NEBR.

Terminal Warehouse Company

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CENTRALLY LOCATED
POOL CAR DISTRIBUTION.

MERCHANDISE STORAGE AND TRANSFER.
IMPLEMENTS STORAGE AND TRANSFER.
COMPLETE HOUSEHOLD GOODS SERVICE.
WE RECIPROCATE.

ASBURY PARK, N. J.

Reference any bank in our city

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Brinley and Railroad Ave.**

Packing, Crating, Storage and Shipping of
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Hauling—Long Distance Moving, R.R. Siding N. Y. & L. B. R.R.

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WAREHOUSE CO.**

Office: 110 N. South Carolina Avenue
Inter-City Auto Service Heavy Hauling



Railroad
Siding and
Storage Yard

Storage for
Goods and
Merchandise

Piano Moving

Phone 108

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C. S. & E. J. ZEIGLER, Proprietors

The Park Storage Warehouse Co.

Main Office and Warehouse:

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Estimates Cheerfully Given

Phones, Bell 1299, Eastern 34651

Storage, Moving, Packing and Shipping

AUTO VANS—NO ROAD TOO LONG

Member: N. J. F. W. A.

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Wm. F. Rommel, 3rd, Treasurer
C. F. Rommel, Secretary

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1300 Pine St., Camden, N. J.

Warehouse No. 1 1300 Pine Street

Warehouse No. 2 West Jersey R. R. and Jackson St.

Warehouse No. 3 1300 Pine Street

General Merchandise Only

Direct Penn. R. R. Siding

Motor truck service for Philadelphia and South Jersey deliveries

Warehouse Receipts Issued

Pool Car Distribution

EAST ORANGE, N. J.

Established 1870

COYNE STORAGE WAREHOUSES

349 Main St.

36 No. Clinton St.

STORING

MOVING

PACKING

Household Goods

Member of N. F. W. A.—N. J. F. W. A.

EAST ORANGE, N. J.

JACOB DIETRICH

Storage, Moving, Packing and Shipping

Oranges and Maplewood—Padded Motor Vans

My satisfied customers cover a period
of over 30 years. Shipments solicited.

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Established 1887 R. T. BLAUVELT, President

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MOTOR EQUIPMENT

Members of the American Warehousemen's Association and
National Furniture Warehousemen's Association

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 STORAGE SHIPPING PACKING
 HOUSEHOLD GOODS EXCLUSIVELY
 Most Modern Equipment in North Jersey
 Complete Warehouse Service
 Motor Vans for Local & Long Distance Hauling
 Members N. J. F. W. A. and N. F. W. A.

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Members: N. J. F. W. H. A.
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 830 Bergen Avenue, Jersey City, N. J.
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ORANGES Motor Truck Service—Serving
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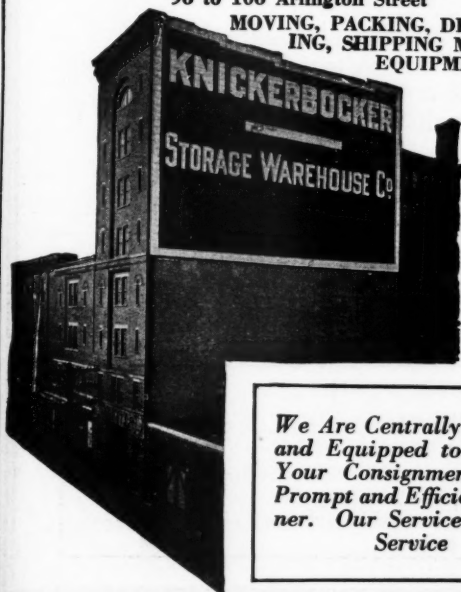
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 JAMES E. MULLIGAN, Sec. and Mgr.

Ship to Newark's Leading Furniture and Merchandise
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96 to 106 Arlington Street
 MOVING, PACKING, DISTRIBUT-
 ING, SHIPPING MOTOR
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Member
 N. F. W. A.
 and
 N. J. F. W. A.

*We Are Centrally Located
 and Equipped to Handle
 Your Consignments in a
 Prompt and Efficient Man-
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 Service*

NEWARK, N. J.

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Est. 1850

Moving, Packing, Crating, Shipping, Private R.R. Siding, Pool
 Car distribution. Open Storage space at moderate rates.

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Executive Office & Warehouse:
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Motor Trucks for Local and
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Members: American Warehousemen's Ass'n

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 EXPERTS IN HANDLING SHIPMENTS OF HOUSEHOLD
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**MERCHANDISE WAREHOUSING
 AND DISTRIBUTION
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Ready to Serve You in

Warehousing

Distributing

Light Manufacturing

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Your own Distributing Branch located here at Port Newark Terminal will afford every advantage obtainable in the East.

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Kenna Terminal is located at the center of a circle which has 6 million people within a radius of ten miles—17 million people within one hundred miles.

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Newark enjoys the same freight as New York. *All lighterage charges are eliminated.*

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From your warehouse at Kenna Terminal a motor truck will reach Manhattan in 30 minutes, Brooklyn in one hour, Yonkers in two hours, Bridgeport in four hours, Trenton in two and one-half hours, Philadelphia in five hours, Baltimore in ten hours, Boston in twelve hours.

We have a booklet which tells in detail the services of "The Three Giants." It includes maps showing floor plans, wharfage and adjacent territory. We shall be pleased to mail your copy on receipt of attached coupon.



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Please mail us booklet "The City of Cyclops."

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D & W

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**General Merchandise Storage
and Forwarding**

Capacity, 1000 Cars

Fireproof Brick and Concrete
Buildings

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CENTRAL RAILROAD OF N. J.

Dock Facilities
PASSAIC RIVER

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Regular Deliveries of Merchandise between
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Anchor Warehouse Co.

Trenton, N. J.

**COMMERCIAL STORAGE
and
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Trenton is an ideal car break point for the
Metropolitan district

Private Railroad Siding, Penna. R.R. and
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We store, reship and deliver all classes of
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Two Modern Fireproof Warehouses
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Telephone 2288 Paterson

TRENTON, N. J.

Jefferson Safety Storage Warehouse Co. TRENTON, N. J.

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Central location; private siding from P. R. R.;
adequate space; fully protected by sprinkler sys-
tem; city and suburban deliveries.

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Petry Express & Storage Co. (INCORPORATED)

STORAGE WAREHOUSES
MERCHANDISE and HOUSEHOLD GOODS
MOVERS—PACKERS—SHIPPERS
MOTOR VAN SERVICE

Carloads Distributed. Manufacturers' Distributors.
Members—A. W. A.—N. F. W. A.

Pick Your Consignee

from the companies listed in this sec-
tion—they are the "live wires" of the
field and will handle your shipments
promptly and efficiently.

It is also worth your while
to earn their reciprocity.



The City of Cyclops

THE THREE GIANTS

Ready to Serve You in

Warehousing

Distributing

Light Manufacturing

KENNA TERMINAL PORT NEWARK, N. J.

WAREHOUSING

Your own Distributing Branch located here at Port Newark Terminal will afford every advantage obtainable in the East.

Location

Kenna Terminal is located at the center of a circle which has 6 million people within a radius of ten miles—17 million people within one hundred miles.

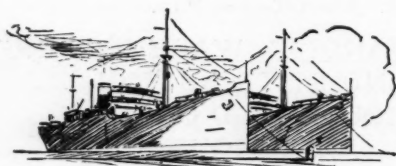
Transportation Rate

Newark enjoys the same freight as New York. *All lighterage charges are eliminated.*

Distributing Costs

From your warehouse at Kenna Terminal a motor truck will reach Manhattan in 30 minutes, Brooklyn in one hour, Yonkers in two hours, Bridgeport in four hours, Trenton in two and one-half hours, Philadelphia in five hours, Baltimore in ten hours, Boston in twelve hours.

We have a booklet which tells in detail the services of "The Three Giants." It includes maps showing floor plans, wharfage and adjacent territory. We shall be pleased to mail your copy on receipt of attached coupon.



C. MILBAUER, General Manager

KENNA TERMINAL, P. O. Box 504, Newark, N. J.

Please mail us booklet "The City of Cyclops."

Name

Address

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TRUCKING WAREHOUSING SHIPPING

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OFFICES
57 Freeman Street, Newark, N. J.

**General Merchandise Storage
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Capacity, 1000 Cars

**Fireproof Brick and Concrete
Buildings**

Railroad Sidings

CENTRAL RAILROAD OF N. J.

Dock Facilities

PASSAIC RIVER

Warehouse Receipts Issued

City Deliveries.

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Low Insurance Rates on Application

**Regular Deliveries of Merchandise between
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Anchor Warehouse Co.

Trenton, N. J.

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DISTRIBUTION**

Trenton is an ideal car break point for the
Metropolitan district

**Private Railroad Siding, Penna. R.R. and
Phila.-Reading R.R.**

We store, reship and deliver all classes of
merchandise.

Low Insurance Rates

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Two Modern Fireproof Warehouses
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Carload Distribution

MOVING SHIPPING PACKING

MOTOR TRUCK SERVICE

Peter J. Christie, Manager

Principal Office:

41-43 Governor St., Paterson, N. J.
Telephone 2288 Paterson



TRENTON, N. J.

Jefferson Safety Storage Warehouse Co.

TRENTON, N. J.

Warehousemen and Distributors

Central location; private siding from P. R. R.;
adequate space; fully protected by sprinkler sys-
tem; city and suburban deliveries.

MAY WE SERVE YOU?

TRENTON, N. J.

Petry Express & Storage Co.

(INCORPORATED)

**STORAGE WAREHOUSES
MERCHANDISE and HOUSEHOLD GOODS
MOVERS—PACKERS—SHIPPERS
MOTOR VAN SERVICE**

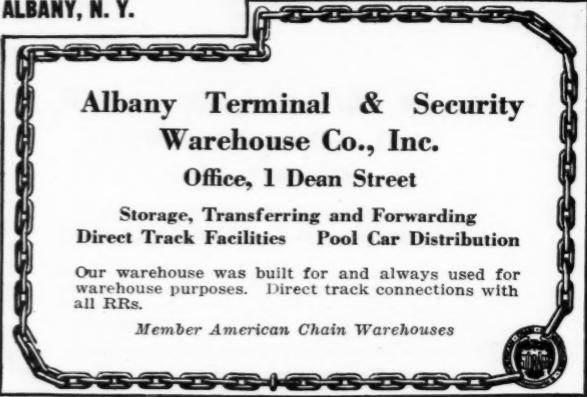
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Members—A. W. A.—N. F. W. A.

Pick Your Consignee

from the companies listed in this sec-
tion—they are the "live wires" of the
field and will handle your shipments
promptly and efficiently.

It is also worth your while
to earn their reciprocity.

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Direct Track Facilities Pool Car DistributionOur warehouse was built for and always used for
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We can handle collections for you carefully and
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fleet of electric and gasoline vans insures you de-
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28 to 44 Fulton St., Brooklyn, N. Y.The Men Who Distribute
**Porter Door and Window
Screens**Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

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We make prompt collections and re-
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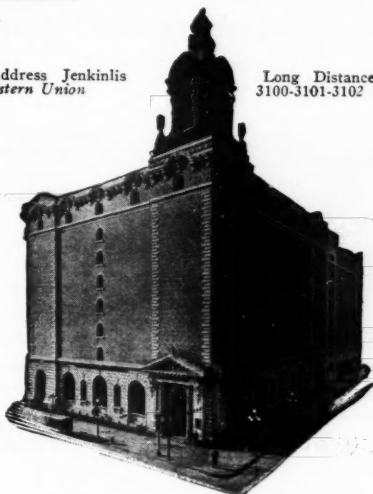
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Private Railroad Siding All Railroad Connections
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Rates on application

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Located Main Line—D. L. & W. R. R. and
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Best Warehouse in the Southern Tier.
Low insurance.

Reference: Second National Bank,
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Phone 3583-J

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Direct D. L. & W., Erie, L. V. and Penn. R. R. Siding.

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Forest Hills Fireproof Storage

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Serving Forest
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We make specialty of crating and shipping of high grade
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Adjacent to Largest Railroad Terminal on Long Island

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Moving, Packing Storing, Shipping

O'Brien's Fireproof Storage Warehouse, Inc.

Packers and Shippers of Fine Furniture
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Also Serving

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Hartsdale. Send B/L to us at New Rochelle.
Member N. Y. F. W. A. and N. F. W. A.

NEW YORK, N. Y.

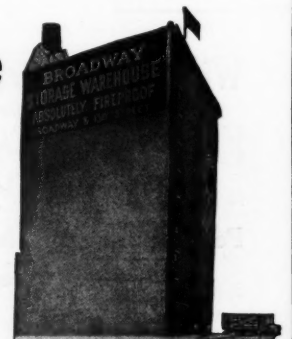
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130th & BROADWAY

Household Goods
Stored, Shipped,
Moved and Packed

Member N. Y. F. W. A.
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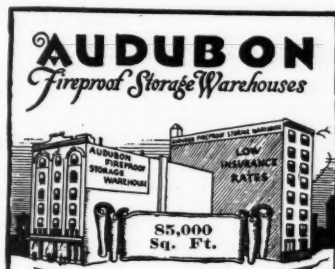


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Your Harlem and Washington Heights Shipments to us.

Efficient Service
Prompt Attention
Motor Equipment



1928 Amsterdam Ave., Cor. 155th St.

Moving — Packing — Shipping — Silver Vaults

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Route to All Harlem Stations

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New York Furniture Warehousemen's Assn.
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District from 135th St. to Yonkers, East and West Side.

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FOR AUTOS

NEW YORK, N. Y.

ESTABLISHED 1881

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WAREHOUSEMEN AND TRUCKMEN
HOBOKEN, NEW JERSEY

Just Across
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From
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Merchandise Storage

BONDED AND FREE
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Fifteen Minutes from Chelsea Piers
STORAGE IN TRANSIT UNIFORM RATES
FREE SWITCHING
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Send your East and West Bronx and Washington Heights shipments to us. Prompt service.

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Ship to
the
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Equipped
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Centrally located we
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Specialists in Pool Cars
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NEW YORK, N. Y.

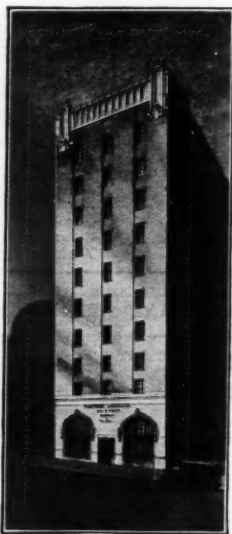
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Three large fireproof storage warehouses adjacent
to Washington Heights and all counties
in Westchester section

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UNUSUAL SERVICE Storage—Packing & Shipping



SERVICE and HIGH-PRICED, in our business, are synonymous. Hence our reputation in New York as being a high priced concern. Therefore, if you have any consignments for New York which require service, consider US, as our service will act creditably to your recommendation.

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Warehouses
Stretching from
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Rochelle.

40 years' experience equips us to handle any shipment — large or small — consigned to New York, New Rochelle, Mt. Vernon, Pelham, Larchmont, Mamaroneck, Dunwoodie, Bronxville, Yonkers and Westchester County.



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Every Form of Warehouse Service

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So far we have specialized in proprietary medicines, but are equally equipped to handle anything.

Located in the World famous Bush Terminal in the heart of the shipping center. We provide you with every advantage.

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Complete Warehousing Service from receipt of goods to door-to-door delivery. Highest type fireproof building. Lowest possible insurance rate. R. R. siding in World famous Bush Terminal location. Ocean and inland steamship loading. Special facilities for handling Household Goods Warehousing.

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*Furniture and Works of Art Boxed
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228 - 230 - 232 - 234 - 236 WEST 47th STREET

TELEPHONE
CHICKERING 2840

Times Square

Cable Address: MORGANWARE

Members:

National Furniture Warehousemen's Association
New York Furniture Warehousemen's Association
Van Owners' Association of Greater New York
Merchants' Association of New York
The Canadian Storage and Transfermen's Association

NEW YORK, N. Y.

*Quality
Service*

CHAS. S. MORRIS
Pres. and Treas.

LAWRENCE S. MORRIS
Sec. and Mgr.

Established 1875



Metropolitan Fireproof Warehouse Corp.
Amsterdam Ave. and 83rd St.
New York City

Members:
N. F. W. A., N. Y. F. W. A., C. W. A., N. Y. S. W. A., V. O. A.

NEW YORK, N. Y.

THE NATIONAL FREIGHT FORWARDING CO.

Ships Consolidated Carloads
General Merchandise—Automobiles—
Household Goods
FROM



National's rate is lower than regular rate
RECEIVING STATIONS
Pier 61 North River, 148-150 W. 90th Street
New York
Phone Schuyler 1244

NEW YORK, N. Y.

Mott Haven Storage Warehouse Co.

Fireproof and Non-fireproof Warehouses
Factory Distributors — Motor Service
Adjacent to all Bronx Terminals. Economic and
Satisfactory Service

THIRD AVENUE AND 140th STREET

NEW YORK
STATEN ISLAND } N. Y.

C. H. BROWN, Pres.

STORAGE RICHMOND WAREHOUSES

West New Brighton, N. Y.

Shipments to Staten Island Solicited

Warehouses located at West New Brighton
and Tompkinsville

Members N. F. W. A. and N. Y. F. W.

NEW YORK, N. Y.

SUNRISE STORAGE COMPANY, Inc.

456-458 East 173d St., Bronx, New York City

Dependable, direct and satisfactory service can be given your customers by sending shipments for any part of New York City, particularly the Bronx and Westchester Co., to us.

STORAGE MOVING PACKING SHIPPING
OF HOUSEHOLD GOODS

Collections made and promptly remitted

NEW YORK, N. Y.

A. Santini & Sons, Inc.

439-445 E. 149th St. (near 3rd Avenue)
Bronx, New York

Located in the Hub of the Bronx

100 yds
N.Y.C.R.R.



$\frac{3}{4}$ mile
L.V.R.R.

Convenient to all railroad terminals.

About $\frac{1}{2}$ mile
N.Y.N.H. &
PENN.R.R.

Largest Fireproof Warehouse in the Bronx

A Fleet of Fifteen Padded Vans.

Movers and Packers Storage Forwarders

Low Insurance Rate

THE ORIGINAL SANTINI

Established 1887

NEW YORK, N. Y.

A Room for Every Load of Furniture

The Tiffany Fireproof Storage Warehouses

1133-35 Tiffany Street, Bronx

When consigning your goods to the Bronx ship to us. We are conveniently located near all railroad terminals.

Efficient Service Our Motto
Packing—Shipping—Crating

Members of
National Furniture Warehousemen's Association
N. Y. F. W. A., V. O. A. of Greater New York

NEW YORK, N. Y.

TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed

Minimum Handling Expense

Building Equipped

With Automatic Fire Alarm

Erie Railroad Siding

New York Office
and
Warehouse:
28th St. & 11th Ave.
Erie R. R. Tracks

Chicago Office
and
Warehouse:
3615 Iron Street
Chicago, Ill.

NEW YORK, N. Y.

"We Move in Society"

HUGH F. WARD & BRO.

MOVING, PACKING AND SHIPPING

Storage Warehouses, 540-542 West 38th Street, New York

Members of N. F. W. A., N. Y. F. W. A., A. W. A., V. O. A.

NIAGARA FALLS, N. Y.

WILLIAM YOUNG

TRANSFER AND STORAGE OF
HOUSEHOLD GOODS

MACHINERY AND SAFE MOVING A SPECIALTY

"Unexcelled SERVICE"

OGDENSBURG, N. Y.

DELOR DOE

Truckman and Warehouseman

Pool Cars and Distribution. Storage for Out-of-Town Concerns. General Trucking and Storage of Household Goods, Merchandise, Safes, Machinery, Pianos.

21 ROSSEEL ST.

OGDENSBURG, N. Y.

ROCHESTER, N. Y.

Arthur S. Blanchard, President

Blanchard Storage Co., Inc.

Storage
Moving

HOUSEHOLD GOODS

Packing
Shipping

FIREPROOF AND NON-FIREPROOF WAREHOUSES

Main Office: Broad at Oak St.

Members N. F. W. A. and A. W. A.

ROCHESTER, N. Y.

J. C. Clancy Carting Company

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

ROCHESTER, N. Y.



General Merchandise Storage

DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

Service That Brings Results

B. R. & P. Warehouse, Inc.

E. D. Davis, President

Rochester, N. Y.

ROCHESTER, N. Y.

SAM GOTTRY CARTING CO.

Office: POWERS BLDG.

Household Goods and General Merchandise

Direct Siding: Rome, Watertown & Ogdensburg R. R. (Branch N. Y. C.)

Pool Car Shipments—Motor Truck Equipment for Handling All Heavy Work

Specialize—Glucose, Paper, Machinery, Sugar, Pails

ROCHESTER, N. Y.

Storage of automobiles and general merchandise—N.Y.C.
R.R. siding—Pool Car Distribution—Motor Service.

Monroe Warehouse Company, Inc.

Established 1823

1044 University Ave.

ROCHESTER, N. Y.

Members N.F.W.A., A.W.A., N.Y.F.W.A.

ROCHESTER STORAGE WAREHOUSES

Fireproof and Non-Fireproof

Owned and Operated by

ROCHESTER CARTING CO.

Storage Moving Packing Shipping

ROCHESTER, N. Y.

JOSEPH A. SCHANTZ CO.

171 to 219 Central Avenue

Separate Fireproof Locker Rooms. Motor Vans for City and Long Distance Moving. Storage and Packing Household Goods. Warehouse Space. Negotiable Receipts Issued.

Member New York Warehousemen's Assn.

SCHENECTADY, N. Y.

CAMPBELL'S WAREHOUSE

740 Brandywine Ave.

Founded 1902

PACKING, SHIPPING and STORAGE of HOUSEHOLD GOODS EXCLUSIVELY

Correspondence invited

SYRACUSE, N. Y.



"A Good Sign of Real Service"

DIETS STORAGE WAREHOUSE

OFFICE: 108 WILKINSON ST.

SYRACUSE, N.Y.

King Storage Warehouse, Inc.

Opposite N. Y. C. West St. Station



COMMERCIAL and FURNITURE STORAGE

PRIVATE RAILROAD SIDINGS

DISTRIBUTING SERVICE

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

HOUSEHOLD GOODS

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE

358-376 West Water St.

MEMBERS

American Warehousemen's Association
National Furniture Warehousemen's Association

UTICA, N. Y.

Jones-Clark Trucking & Storage Co.

of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 25 years. Every modern facility.

UTICA, N. Y.

Sereca Warehouse Co., Inc.

125,000 sq. ft. of Fireproof Storage.
Insurance rate 12c.

Private R. R. Siding—6 Cars.

MERCHANDISE—POOL CAR DISTRIBUTION.

WATERTOWN, N. Y.

WINSLOW TRUCKING CO., Inc.

GENERAL STORAGE, TRUCKING AND TRANSFER

FIREPROOF WAREHOUSE LARGEST IN NORTHERN NEW YORK

Moving, Packing, Shipping

Members: N. F. W. A. and A. W. A.

WHITE PLAINS, N. Y.

CARPENTER STORAGE, INC.

29-31 Brookfield St.

Also serving
Tarrytown
Scarsdale
Hartdale
Mamaroneck
Portchester
Larchmont

One of the most modern and best equipped
Storage Warehouses in Westchester.
Household Goods Exclusively
Low Insurance Rate
Packing—Crating—Shipping
Members N.Y.F.W.A.

YONKERS, N. Y.

McCann's Storage Warehouse Co.

3 MILL ST.

Fireproof Storage Warehouse

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

CHARLOTTE, N. C.

Is the natural distributing point for North and South Carolina. We distribute pool cars, store merchandise only and act as branch house for manufacturers. Fireproof warehouses. Free switching with all roads entering City.

AMERICAN BROKERAGE & WAREHOUSE CO.

Established 1908

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

211 W. 1st St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

CHARLOTTE, N. C.

Union Storage & Warehouse Co.

BONDED

3 Warehouses—2 Fireproof—One Sprinklered

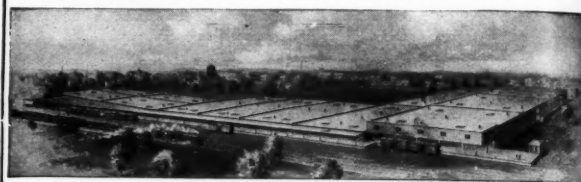
A population of 5,000,000 within 150 mile radius in the geographical and commercial center of the Carolinas.

General Merchandise Storage and Distribution.
Household Goods. Storage. Packing. Shipping. Textile Goods. Cotton, etc.

Private Siding

Insurance Rate 22½ to 78c

GREENSBORO, N. C.

**Rucker Bonded Warehouse Corporation**

Greensboro, North Carolina

Storage of Merchandise—Forwarding Merchandise.

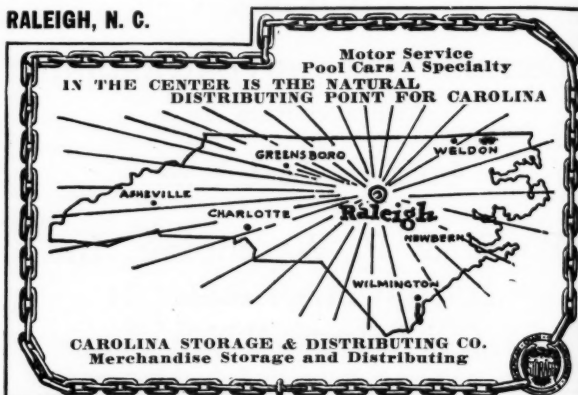
Private Railroad Sidings. Sprinkler System

Low Insurance Rate.

Pool Cars Handled Quickly

MEMBERS: A. W. A.

RALEIGH, N. C.



WASHINGTON, N. C.

Beaufort County Storage Warehouse Co., Inc.

(Bonded)

General Merchandise Storage and Distribution
For All of North Carolina and South

Direct A. C. L. siding. W. & V. switching arrangements with Norfolk & Southern

WINSTON-SALEM, N. C.

LENTZ Transfer Company

Storage Warehouses

Packing, Storing, Shipping of Household Goods—
General Merchandise Storage and Distribution

Direct Norfolk & Western Siding

Motor Truck Service

FARGO, N. D.

UNION TRANSFER COMPANY

(BONDED WAREHOUSE)

Three warehouse units total of 126,000 sq. ft. of floor space. Merchandise, agricultural implements, household goods. Ship pool cars and spot stocks in our care. No car switching charges.

806-810 Nor. Pac. Ave.

AWA—CWC—ACW—Minn. WA

GRAND FORKS, N. D.

Kedney Warehouse Co.

FIREPROOF STORAGE

Merchandise and Household Goods
Pool Car Distribution—Moving—Packing

Members—A. W. A.

C. W. C.

Minn. W. A.

AKRON, OHIO

THE
CITY VIEW
APARTMENT & STORAGE CO.

LARGEST FIREPROOF STORAGE CO.

IN
AKRON

Commercial & Household Goods
LOCATED IN THE HEART OF AKRON
on B & O RAILWAY—FREE SWITCHING

CANTON, OHIO

Our Experience and Modern Facilities Make
Us More Than Just a Warehouse

STORAGE—DISTRIBUTION—DRAYING

THE CUMMINS STORAGE CO.

Private Sidings

Free Switching

CINCINNATI, OHIO

Cincinnati Terminal
Warehouse Co.

See our advertisement on front inside cover page.

AKRON, OHIO

The W. Lee Cotter Warehouse Company
Cor. Mill & College St. 97 E. South St.

Household Goods, Storage,
Moving, Packing
Member N. F. W. A.

Merchandise Storage
Motor Freight Service
Member A.W.A., A.C.W.

CINCINNATI, OHIO

STORAGE
Warehousing and Distributing

CAPACITY OVER 300,000 SQ. FT.
Sprinkler System.

Low Insurance Rate

Railway siding.
Prompt and efficient services.

WAREHOUSE RECEIPTS ISSUED BY US
ARE READILY NEGOTIABLE FOR CASH

The Cincinnati Tobacco Warehouse Co.

CENTRALLY LOCATED

No. 7 W. Front St., Cincinnati, Ohio

AKRON, OHIO

The KNICKERBOCKER
WAREHOUSE and STORAGE CO.

36 CHERRY STREET

HOUSEHOLD GOODS AND MERCHANDISE
FIREPROOF WAREHOUSE MOTOR TRUCKING

CANTON, OHIO



W. H. Schneider Storage Co.

5th & B. & O. So. West
Canton, Ohio

GENERAL MERCHANDISE
& HOUSEHOLD GOODS

We specialize in pool cars
STORAGE, DISTRIBUTING
FORWARDING, POOL CARS

Private Siding B. & O. R. R.

Member American Warehousemen's Association

CINCINNATI, OHIO

Officers—Fred Pagels, President; Arthur Pagels, Secretary;
R. W. Pagels, Treasurer.

The Fred Pagels Storage Co.

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

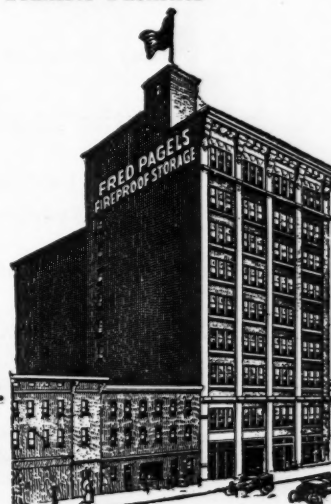
A SERVICE THAT SATISFIES

Prompt Deliveries by Motor
Complete Transfer Facilities

Member
of
National Furniture
Warehousemen's
Association
and
Ohio Furniture
Warehousemen's
Association

MAIN OFFICE
937 West 8th St.

Four blocks from
any R. R. entering
Cincinnati.



CINCINNATI, OHIO

**A Good Reputation of
Long Standing**

Ever since distribution needs of modern caliber have been felt, the Panhandle Warehouses have been satisfying them. This long record of service rendered with satisfaction is a guarantee to you of the sort of treatment you may expect in transshipping through us. Low insurance, absence of trucking charges on most of our rerouting, and speed, are good causes for you to entrust your warehousing interests to us.

**Panhandle Storage Warehouse
Cincinnati, Ohio.**

J. F. Upperman, Resident Manager

CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

WALLACE TRANSFER & FORWARDING CO.

222 and 224 East Front Street

Member of American Warehousemen's Assn.,
American Chain of Warehouses

CINCINNATI, OHIO

THE ZEIGLER SCHAEFER COMPANY

(Inc'P'D.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your
Automobiles, Furniture and Merchandise

2000-2020 ELM ST.

Est. 1899

CLEVELAND, OHIO

**THE
CLEVELAND
STORAGE CO.**

Established 1884

Offices: Guardian Building

Mercantile Storage Only

Pool Cars for Distribution
and Reshipment

Convenient to Business and Shipping District

LOW INSURANCE RATES
Sprinkler System

3 Warehouses, Private Siding,
C. C. C. & St. L. R. R.

CLEVELAND, OHIO

Mercantile Storage and General Trucking

Bulk Oil Storage, 125,000 Gallons. Low Insurance. Sprinkler System. Private Siding on C. C. C. & St. L. R. R. Pool Cars for Distribution. Motor Truck Service.

THE CURTIS BROS. TRANSFER COMPANY
Cleveland, Ohio

CLEVELAND, OHIO

Ship Your Cleveland Freight

Direct care Gregg Cartage Co. Freight to and from depots.
Storage and delivery on request.

Distribution of Samples, Packages and Circulars.

GREGG CARTAGE & STORAGE COMPANY

Storage and Warehouse, 633 Huron Road CLEVELAND, OHIO

CLEVELAND, OHIO

**The Knickerbocker
Storage Co.**

7724 Detroit Ave.

Cleveland, Ohio

**HOUSEHOLD
STORAGE**

Moving

Packing

Shipping

Member American Warehousemen's Assn.

CLEVELAND, OHIO

MEMBERS A.W.A. O.W.A.

LEDERER
SERVICE
TERMINAL
BUILDS BETTER BUSINESS
MERCANTILE WAREHOUSING AND DISTRIBUTING

The Men Who Distribute

Jiffy Desserts

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

CLEVELAND, OHIO

THE
LAKESHORE
MOVING &
STORAGE CO.
636 East 105th St.



Members
The Ohio Motor Truck Club

CLEVELAND, OHIO

*We'll handle
your Cleve-
land shipments
in a way to re-
flect credit on
your judg-
ment.*



The LINCOLN
STORAGE Co.

Main Office: 5700 Euclid Ave., Cleveland, O.
Depositories at 5660-5704 Euclid Ave. and
11201 Cedar Ave.

GEO. A. RUTHERFORD, Pres.
W. R. THOMAS, Vice-Pres.
W. H. TURNER, Secy. and Treas.

Car load shipments to 11201 Cedar Ave., N. Y. C.
Belt Line—L. C. L., Penna., Euclid Ave. Sta.—
Other R. Rs. to Cleveland, O.

Member: N. F. W. A., A. W. A., and C. F. W. A.



CLEVELAND, OHIO

United Fire Proof Warehouse Co.
STORAGE
MOVING-PACKING-SHIPPING
MILWAUKEE, WIS.
May 6, 1925

The Neal Fireproof Storage Co.
Cleveland, Ohio

Gentlemen:-

Mr. Wilbur Williams whose shipment of household effects were handled by you a short time ago wrote us recently and paid all of our charges against said shipment. Mr. Williams further commented upon the splendid service and special attention you accorded him.

With to advise that this company thoroughly appreciates the courtesy by you extended to Mr. Williams and we herewith thank you for same.

Yours truly,
UNITED FIRE PROOF WAREHOUSE CO.
Per *W. H. Turner*

ADDRESS ALL COMMUNICATIONS TO THE COMPANY AT POST OFFICE BOX 118

Appreciation

We always enjoy doing our very best on shipments into Cleveland territory from fellow warehousemen.

As the only institution in Cleveland with city-wide coverage, we are able to serve your customers economically as well as efficiently.

Ask us about our new West Side - Lakewood Branch with direct shipping facilities.



The NEAL FIREPROOF STORAGE CO.
7208 EUCLID AVE. CLEVELAND

CLEVELAND, OHIO

EVERY service in Storing, Moving, Packing and Shipping under expert supervision. Valuables such as works of art may be entrusted to our care with the assurance of safe delivery or storage. Courtesy with efficiency our motto.

Storing, Moving, Packing, Shipping

The
MEAD REDHEAD COMPANY

1108 East 123 St.

Cleveland, Ohio

CLEVELAND, OHIO

THE
SCOTT BROS.
Fireproof Storage Co.

1838-40 East 55th Street



MEMBERS

[Cleveland Furniture Warehousemen's Association.
National Furniture Warehousemen's Association.]

CLEVELAND, OHIO

Ninth Street Terminal
Warehouse Co.

1200 West Ninth St.

See our advertisement on front inside cover page.



The Men Who Distribute

U. S. Envelopes

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

CLEVELAND, OHIO

99 Out of 100 Say the Same

DU PONT HOUSEHOLD APPLIANCE CO.
HOUSEHOLD SPECIALTIES



PHONE 576-538
554 SOUTH HILL STREET
LOS ANGELES, CALIF.

October 6, 1924.

Windermere Storage Co.,
Cor. Doan & Euclid Sts.,
East Cleveland, Ohio.

Gentlemen: ATTN. MR. HEIL

This message is a little delayed but I want to take this opportunity of thanking you for the careful attention given my household goods in connection with the shipment of same to me here at Los Angeles.

Everything came through in excellent shape, in fact, I could not even find one scratch on any piece of furniture. The storage company who uncrated the shipment stated that in all their experience they had never seen furniture more carefully wrapped and crated.

Service of this kind cannot help but be appreciated and I want to add my appreciation to your long list of satisfied customers.

Very truly yours,

DU PONT HOUSEHOLD APPLIANCE CO.

By *Wm. H. Sullivan*
Manager

DM,MS.

We Solicit Your Business on Same Basis

THE WINDERMERE STORAGE CO.

Formerly the Windermere Transfer & Moving Co.

14441 Euclid Ave.

1451-5-9 Hayden Ave.

East Cleveland, Ohio

C. F. W. A.

Members of
O. C. H.

N. F. W. A.

COLUMBUS, OHIO

The W. Lee Cotter Warehouse Company
32 East Swan St.

Merchandise Storage and Distribution

Motor Freight Service

Member A. W. A., O. W. A.

COLUMBUS, OHIO

Consign H. H. G. to

EDWARDS at Columbus

Edward's Service guarantees the shipper all that he expects.

PACKING STORAGE
LOCAL and LONG DISTANCE
MOVING

The Edwards Transfer & Storage Company
Columbus, Ohio

Members NFWA—OACH—OWO—NTMTOA

COLUMBUS, OHIO.

The Merchandise Storage Company

Columbus, Ohio

General Storage & Distribution

SERVICE THAT WILL SATISFY

COLUMBUS, OHIO

Safety First

**The Fireproof
Warehouse & Storage Company**

1018-30 North High Street
Columbus, Ohio

TRANSFERRING — STORING — PACKING

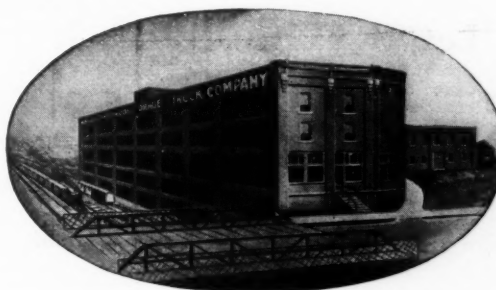
We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service

Vaults for Valuables

Private Rooms

SPRINGFIELD, OHIO



**Springfield, Ohio
Shipments!**

Bill through

WAGNER

Fireproof Storage and Truck Co.

Siding on Pennsylvania Lines. Free Switching Tariff. Excellent and complete facilities for Pool Car Shipments.

Light and Heavy Motor Truck Service for

City and Inter-City Transportation.

A warehouse service that embodies every modern facility for the storage and distribution of merchandise.

COLUMBUS, OHIO

THE OHIO WAREHOUSE CO.

544-560 Park St. So., Columbus, Ohio

IN THE HEART OF OHIO

IN THE HEART OF COLUMBUS

General Storage and Distribution

DAYTON, OHIO

THE UNION STORAGE CO.

U. S. BONDED

BAINBRIDGE, BACON & STATE STREETS

MERCHANDISE STORAGE TRANSFER DISTRIBUTION

MANSFIELD, OHIO

The W. Lee Cotter Warehouse Company
40 W. Third St.

Household Goods and Merchandise Storage

Fireproof Warehouse

Motor Freight Service

Member N. F. W. A., A. W. A., A. C. W.

TOLEDO, OHIO

The W. Lee Cotter Warehouse Company
201 Cherry St.

Merchandise Storage and Distribution

Excellent Service

Member A. W. A., A. C. W.

MARION, OHIO

**MERCHANTS
Transfer Company**

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

TOLEDO, OHIO



**"SHIP TO TOLEDO AND
CONSIGN TO DEPENTHAL"**

We are specialists in furniture packing, local and long distance furniture hauling.

Storage for general merchandise and household goods.

Connections with all railroads entering the city.

Private siding on the B. & O.

Member of National Furniture Warehousemen's Association.

DEPENTHAL TRUCK & STORAGE CO.

Main Office, 108 Summit Street, Toledo, Ohio

TOLEDO, OHIO

**THE GENERAL
FIREPROOF STORAGE CO.**

651-655 STATE STREET

Household Goods Exclusively

Members: The National Furniture Warehousemen's Ass'n
American Warehouse Association

TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY

Established 1894

The H. C. Lee & Sons Co.

TOLEDO'S LEADING MOVERS

STORAGE

MEMBER N. F. W. A. Toledo, Ohio

The Men Who Distribute

Revere Sugar

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

TOLEDO, OHIO

Let "RATHBUN" Do It
THE RATHBUN CARTAGE CO.

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

Storage of Household Goods, Pianos and
Merchandise

Members Nat'l F. W. Asso.

YOUNGSTOWN, OHIO

THE WM. HERBERT & SON CO.

ESTABLISHED 1887

INCORPORATED 1922

CRATING — PACKING — MOVING

STORAGE

YOUNGSTOWN, OHIO

CHICKASHA, OKLA.

Rock Island Transfer & Storage Co.

Merchandise Pool Cars Distributed

Logical Distributing Point of the South West Territory
Chickasha, Okla.

MUSKOGEE, OKLA.

Muskogee Transfer & Storage Co.

2—Fireproof Warehouses

Merchandise and Household Goods

Stored—Pool Cars Distributed
Railroad Siding.

Pick Your
Consignee

from the companies listed in this
section—they are the "live wires"
of the field and will handle your
shipments promptly and efficiently.

The Men Who Distribute

Vacuum Oil

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

OKLAHOMA CITY, OKLA.



WAREHOUSE No. 2

IN OKLAHOMA

We are the leading warehouse specialists and best equipped to serve your needs. Rail facilities for twenty cars, fireproof buildings, motor truck and team service. An organization of experts, 30 years under present management.

LOWEST INSURANCE RATE IN OKLAHOMA

O. K. Transfer & Storage Co.

A. C. WEICKER, President

OKMULGEE, OKLA.

HAL GRIFFIN, THE TRANSFER MAN

Hauling, Storing and Shipping

Distribution Service

West Third between Frisco and Okmulgee Northern R. R.

TULSA, OKLA.

Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.
Best Service Obtainable.

TULSA, OKLA.

Tulsa Storage & Transfer Co.

Fireproof Warehouse

Pooled car distributors—private siding "Frisco" merchandise and H. H. Goods—6 railroads into Tulsa—A. T. & S. F., Frisco, M. V., M. K. & T., O. U. R. & S. S.

PORTLAND, ORE.

BEKINS
MOVING and STORAGE

Portland, Ore. Seattle, Wn. Vancouver, B. C.

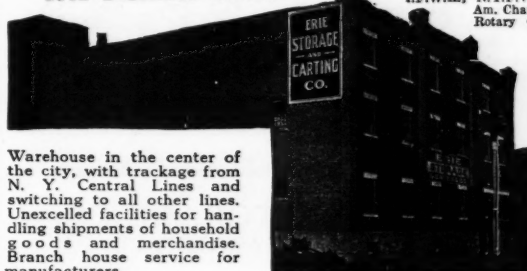
PORTLAND, ORE.

General Warehousing
Storage - Distribution**Portland
Oregon***Logical distributing point
of the
Pacific Northwest Territory*

ERIE, PA.

**ERIE
STORAGE & CARTING COMPANY**

1502 Sassafras Street

Members of A. W. A.,
I.F.W.A., N.Y.F.W.A.,
Am. Chain &
Rotary ClubWarehouse in the center of
the city, with trackage from
N. Y. Central Lines and
switching to all other lines.
Unexcelled facilities for han-
dling shipments of household
goods and merchandise.
Branch house service for
manufacturers.

PORTLAND, ORE.

G. W. CUMMINGS
PresidentJ. H. CUMMINGS
Secretary**Northwestern Transfer Co.**Incorporated 1888
STORAGE - DISTRIBUTION - HAULING
Free Trackage All Railroads
We Make a Specialty of Distributing Pool Cars
Office, 64 Front Street

ERIE, PA.

**ERIE
WAREHOUSE
COMPANY****MERCHANDISE
STORAGE DISTRIBUTION***"a complete and efficient service"*

PRIVATE TRACKAGE

MOTOR TRUCK FLEET

PORTLAND, ORE.

Oregon Transfer Company

Established in 1848

474 Glisan Street Portland, Oregon

U. S. Bonded and Public Warehouses

Storage, Distribution and Forwarding
SpecialistsLargest Warehouse and Transfer Organization in Pacific
Northwest. We own our buildings and equipment.

ERIE, PA.

LAKE AND RAILOur downtown warehouse is a modern
building, fireproofed, commodious, and lo-
cated in the heart of Erie's wholesale dis-
trict, readily accessible to your local trade.Our docks extend 1000 feet into one of the best harbors
on the Great Lakes and have storage facilities for 800
carloadsThese unexcelled facilities make Erie and the Fort Erie
Warehouses the logical place and means for rapid, con-
venient, profitable distribution by discriminating shippers.**Fort Erie Warehouses & Docks
Erie, Pa.**

J. M. Dunkle, Resident Manager

ALLENTOWN, PA.

Hummel Warehouse Company

728-40 N. 15th Street

Pool Car Distribution and Forwarding.
Transfer. Storage. Railroad Siding.

Mark all shipments Lehigh Valley R. R. Delivery.

BETHLEHEM, PA.

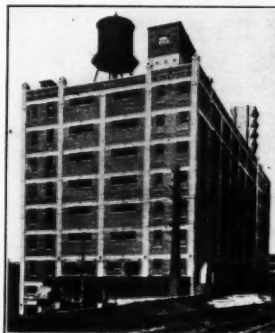
ALLENTOWN, PA.

**F. G. LAZARUS
20th Century Storage**Moving, Storing, Packing, Crating, Shipping
of Household Goods and Merchandise
Direct R. R. Siding Lehigh Valley.

CHESTER, PA.

**Headley's
Express & Storage Co., Inc.**
General Storage
Merchandise and Household Goods
Moving, Packing and Shipping

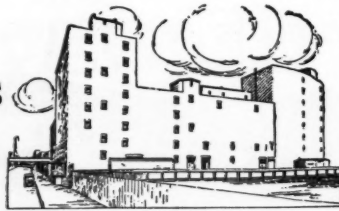
ERIE, PA.

UNION STORAGE CO. of ERIE
FIFTEENTH AND GERMAN STS., ERIE, PA.**General Storage
Cold Storage
Distributing
Space for Leasing
Private Offices**Private Tracks on Main
Line of New York
Central RailroadInsurance Rate on Con-
tents 17 cts. per \$100.00
per YearOnly Fireproof Ware-
house in Erie**U. A. GAMBLE**
Secy. and Gen. Mgr.

HARRISBURG, PA.

POOL CARS

Efficiently Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.

P. R. R. Sidings.

HARRISBURG, PA.

HARRISBURG, PA.

The Heart of Distribution



Carloads spotted at our doors are broken into LCL shipments via any steam line, without carting charges. There is a big saving for distributors in this feature. Trackage for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities.

Keystone Warehouse
Harrisburg, Pa.

Elmer C. Finkenbinder, Resident Manager

HARRISBURG, PA.

MONTGOMERY & CO.

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

Pool Car Distribution

Members A.W.A. and American Chain of Warehouses

THE PURCHASING POWER

of the field covered by

Distribution and Warehousing

is that of an industry with a
total investment of more than
\$1,000,000,000.00

ADVERTISING
Doesn't Jerk — it
Pulls—a Steady Pull.
Every ad Goes to Confirm
the one Before it—to
Strengthen the One That
is to Follow and There's
No Waste of Effort or
Money. The Stayer Wins
Every time.

JOHNSTOWN, PA.



I. D. REPLOGLE STORAGE CO.

438 HORNER STREET

Household Goods and
Merchandise Storage

Pool Car Distribution. Private B. and O. R. R. Siding.
Complete Warehouse Service.

Members Penn. F.W.A. and N.F.W.A.

LANCASTER, PA.

S. S. BERTZ & CO., 226 West Lemon Street
STORAGE WAREHOUSE

General Merchandise Distribution

Pool Car Shipments

HOUSEHOLD GOODS STORAGE

Local and Long Distance Hauling—Direct Railroad Siding—Both
Pennsylvania R. R. and Philadelphia & Reading

CORRESPONDENCE SOLICITED

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Keystone Express & Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. & R.

LANCASTER, PA.

Lancaster Storage Co.

Lancaster, Pa.

Merchandise Storage, Household Goods, Trans-
ferring, Forwarding

Manufacturer's Distributors, Carload Distribution
Local and Long Distance Moving
Railroad Sidings

NEW CASTLE, PA.

S. C. MOORE, *Proprietor***Keystone Delivery Transfer & Storage**
Packing, Crating, Storage and Shipping
of Household GoodsMerchandise distribution. Pool car shipments. Motor trucks for light and heavy hauling and long distance moving.
Members N. F. W. A. Members Penna. Whse. Assoc.

NORRISTOWN, PA.

Fireproof Storage

Est. 1875

JAMES MCGINNIS CO.

201 E. La Fayette St.

Completes Warehouse Service—Moving, Packing, Shipping of Household Goods and Merchandise. Also serving—Conshohocken, Pottstown, Phoenixville, Lansdale, Collegeville, Pa. Send bill of lading to us.

OIL CITY, PA.

CARNAHAN
Transfer and StorageThe most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.
Forwarding agents. Members N. F. W. A.

PHILADELPHIA, PA.

PROPRIETARY MEDICINES—TOILET GOODS

A SPECIAL WAREHOUSING AND DISTRIBUTION SERVICE USED BY SOME OF THE COUNTRY'S LARGEST MANUFACTURERS. DAILY DELIVERIES MADE IN PHILADELPHIA AND CAMDEN.

POOL CAR DISTRIBUTION**THE REUBEN H. DONNELLEY CORPORATION**
1206-1216 Race Street Philadelphia, Pa.

PHILADELPHIA, PA.

Let Us Store and Distribute Your Merchandise

Our well equipped PUBLIC STORAGE WAREHOUSE is conveniently located, containing 8 acres of floor space.

FOR RENT

Separate floors or buildings at extremely low rentals.

P. R. R. Siding adjoins our Buildings.

Phila. Belt Line Connections.

FRANKLIN WAREHOUSING COMPANY, Inc.

Delaware Ave., Kenilworth, Penn, Swanson & Bainbridge Sts.

Bell Phone, Lombard 59-66

Keystone Phone, Main 18-05

Represented by J. P. WARNER, Formerly of
INTERNATIONAL WAREHOUSING CO.

PHILADELPHIA, PA.

FIDELITY**Storage & Warehouse Company**

Special attention given to shipments from other warehouses.

Charges collected and re-mitted promptly.

1809-11-13 Market St., Phila., Pa.*Members: N. F. W. A. and A. W. A.*

PHILADELPHIA, PA.

ESTABLISHED 1855

Phone Lombard 25-71

Godley's Storage Warehouses

714 S. Swanson Street (Cor. Kenilworth St.)

Philadelphia, Pa.

STORAGE FOR FREE AND U. S. CUSTOMS BONDED MERCHANDISETrack connections
Pennsylvania Railroad
Philadelphia & Reading Railroad

Mdse. Distribution. Pool Cars.

PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

HILDENBRAND BROS.

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

PHILADELPHIA, PA.

LOEB SERVICE*in Philadelphia***American Warehouse and Distributing Co.**

Delaware Ave., Swanson and Queen Sts.

Private Siding P. R. R. and Belt Line to all R. R.

Loeb Cold Storage and Warehouse Co.

1224-6-8 Frankford Ave.

Fireproof

Any temperature

H. Loeb & Son, 33rd and Master Sts.

Private Siding Phila. & Reading R. R.

Motor Truck Delivery Service

The Men Who Distribute

Gorton's Cod Fish

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

PHILADELPHIA, PA.

**MILLER NORTH BROAD
STORAGE COMPANY**

MOVING, STORAGE, PACKING, SHIPPING

Four large convenient Warehouses. Fleet of thirty large and small motor trucks. Storage space for household goods, merchandise and automobiles. Private Siding Penna. R. R. (Angora Station). Distribution of Pool Car Shipments.

Main Office: BROAD ABOVE LEHIGH AVENUE
PHILADELPHIA, PENNSYLVANIA

Members: N. F. W. A. and A. W. A.

PHILADELPHIA, PA.

Established 1903



MANUFACTURERS'
DISTRIBUTORS

Direct delivery service throughout Philadelphia and Camden :: :: Correspondence solicited

Address

Office—5th and Byron Streets
CAMDEN, N. J.

PHILADELPHIA, PA.

**Philadelphia
LOCAL BUSINESS**

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,
Camden, N. J., Frankford

PHILADELPHIA, PA.

Household Effects



Fireproof Warehouse

"A Service as Good as Its Reputation"

20th CENTURY STORAGE WAREHOUSE CO.

3120 MARKET STREET

(Member—N. F. W. A. and P. F. W. A.)

PHILADELPHIA, PA.

9 Warehouses 27 Acres of Floor Space Sea and Rail
Trackage Facilities for 48 Cars Reading R. R. Penn. R. R.



LOCATION—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

EQUIPMENT—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car department.

FACILITIES—Direct track connection with Penn. R. R. and Reading R. R. permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments. PERSONNEL—Trained to intelligently handle all merchandise.

TERMINAL WAREHOUSE COMPANY

Delaware Ave. and Fairmount

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.

REPRESENTED BY
DISTRIBUTION SERVICE, INC.

100 BROAD ST., NEW YORK CITY
Phone B.G. 8199

427 W. WAB ST., CHICAGO
Phone Sup. 7189

624 THIRD ST., SAN FRANCISCO
Phone Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers

PITTSBURGH, PA.

BELMAR**MOVING & STORAGE CO.**

MAIN OFFICE AND WAREHOUSE

739-741-743 Penn Ave.**Wilkinsburg, Pa.**

Branch Office and Warehouse

Homewood Ave. and P. R. R., Pittsburgh, Pa.

Member National Furniture Warehousemen's Association

Member Pennsylvania Furniture Warehousemen's Association

Your patronage solicited and reciprocated.

PITTSBURGH, PA.

IN
PITTSBURGH
IT'S**BLANCK'S****TRANSFER & STORAGE CO.**

SINCE 1880

MOVING—PACKING—STORAGE
BAGGAGE AND FREIGHT DELIVERY**FIREPROOF WAREHOUSE**REAL SERVICE

PITTSBURGH, PA.

DONALDSON**Transfer and Storage Company****FIREPROOF
FURNITURE WAREHOUSE**
100,000 square feet.

Consign Pittsburgh Shipments to Us.

1012 to 1018 Western Avenue

Established 1865

Member A. W. A.

PITTSBURGH, PA.

**Duquesne's Offer:
Certain Satisfaction**

To the firm selling to wholesalers and retailers we offer quick distribution to two million consumers. Large consignments reach us at carload rates and are reshipped L. C. L. without need for or expense of trucking. One hundred cars is our track capacity; eight five-ton elevators and a careful, experienced crew of handlers assure despatch and safety.

Duquesne Warehouse Co.
Pittsburg, Pa.

H. A. Bietendeufel, Superintendent.

PITTSBURGH, PA.

Hasley Brothers Transfer & Storage

Office: 939 So. Canal St.

Warehouses: 918-928 Uneeda Street

Movers, packers, shippers of H. H. goods.

Fire proof and fire protected (sprinkled) warehouses.

Established 1878

PITTSBURGH, PA.

**SERVICE TO THE
CORRESPONDENT**

CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station (Pittsburgh, Pa.)

Established 1889

HAUGH & KEENAN
STORAGE AND TRANSFER CO.
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

MURDOCH**STORAGE & TRANSFER COMPANY**

General Office and Warehouses

**546 NEVILLE STREET
PITTSBURGH, PA.**Branch Warehouse, Wilkinsburg, Pa.
Murdoch Means Service

PITTSBURGH, PA.

Established 1910

PITTSBURGH DISTRIBUTING CO.POOL CARS DISTRIBUTED
AND RESHIPED L. C. L.
PITTSBURGH, PA.

620 Empire Building

Tel. 1574 Smithfield

PITTSBURGH, PA.

SHANAHAN**Transfer and Storage Co.**

Consign Pittsburgh Shipments
All Fireproof Warehouses

5th Ave. at McKee Place
7535 Penn Avenue
Established 1865

SCRANTON, PA.

Members N. F. W. A.—P. F. W. A.

R. F. POST

Motor
Trucks

Household
Goods



Merchandise
Storage

Pool Car
Distribution

DRAYMAN AND STORAGE WAREHOUSE
Lackawanna R.R. Siding Direct

READING, PA.

Columbian Warehouse Company

Storage, New Merchandise Exclusively.
Modern Building, Lowest Insurance Rates.
S. W. Cor. 5th & Laurel Sts.

WILKES-BARRE, PA.

WILKES-BARRE WAREHOUSING CO.

General Storage and Distribution

Prompt and Efficient Service
Milling-in-Transit and Pool Cars

19-35 New Bennett St.

Wilkes-Barre, Pa.

SCRANTON, PA.

Established 1894.
"He Profits Most Who Serves Best" (Rotary)

The Quackenbush Warehouse Co.

Incorporated

Shipping, R.R. Siding, Manufacturers' Distributors.
Correspondence Solicited
Members A. W. A. and A. C. W.
Storage in transit privilege accorded.

WILLIAMSPORT, PA.

The Williamsport Storage Co., Inc.

GENERAL MERCHANDISE STORAGE

Pool Car Distribution and Forwarding

Prompt and Efficient Service
Members A. W. A. and P. W. A.
Correspondence Solicited.

PROVIDENCE, R. I.

TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.

Allen Avenue, Foot of Oxford Street on Providence River
PROVIDENCE, RHODE ISLAND, U. S. A.

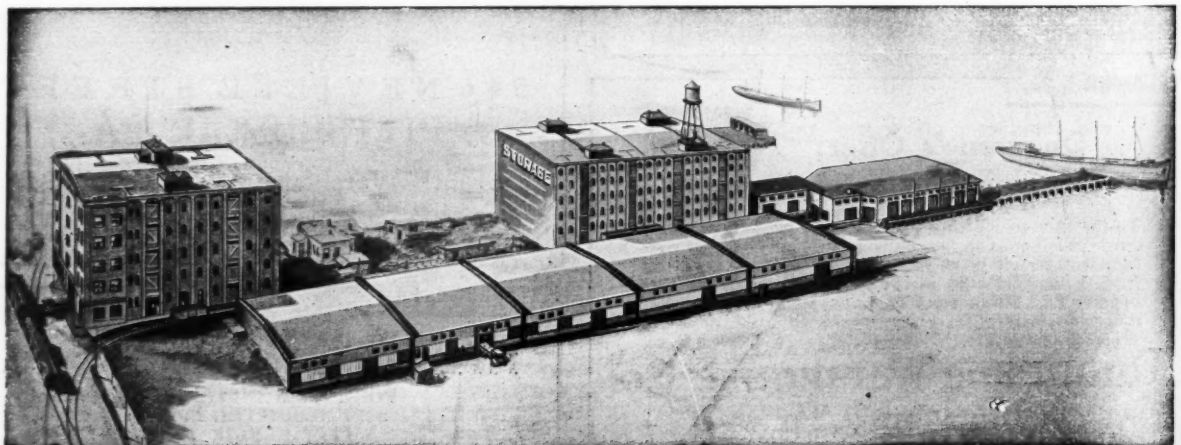
The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

WM. M. HARRIS, JR.
Treasurer & General Mgr.

WM. A. MILLSPAUGH
Secretary

H. E. LEAVER
Superintendent



PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres. WALDEN WYMAN, Mgr.
Rhode Island's Only Fireproof Warehouse

BROADWAY STORAGE CO.

Packing and Merchandise Distributors

Merrill & Federal Streets, Providence, R. I.

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

STORAGE WAREHOUSES
Household Furniture and Pianos
Packing, Crating and Shipping.
62 to 70 Dudley Street.

PROVIDENCE, R. I.



**Estate of Orrin E. Jones
Fireproof Storage**

Experts in Handling Household Goods
Office, 59 Central St., Providence, R. I.
Storage, Packing, Moving, Shipping

CHARLESTON, S. C.

**Charleston
Warehouse and Forwarding Co.**

Merchandise Storage and
Distribution of Pool Cars

Modern Concrete Warehouse
100,000 Square Feet of Storage Space
Private Tracks Connecting with
All Railroad and Steamship Lines
Motor Truck Service

Members of the American Chain of Ware-
houses, Inc.

GREENVILLE, S. C.

GREENVILLE, S. C.

Storage, Distributing, Moving, Service
that satisfies

SMITH DRAY LINE

SPARTANBURG, S. C.

P. A. CAREY, Pres.-Treas.

Carey Transfer & Storage Co., Inc.
Storage, Packing, Shipping of
Household Goods

and
General Merchandise—Pool Car Shipments
Distributed Correspondence Solicited.
Members: So. W. A.

ABERDEEN, S. D.

Where the West Was

ABERDEEN STORAGE COMPANY

Storage and Distribution of Merchandise and
Household Goods

Pool Cars Promptly Handled

C. M. & St. P. Trackage Trucks and Teams

SIoux FALLS, S. D.

**STRAHON TRANSFER
& STORAGE CO.**

General Warehousing
Distribution Private Trackage
Pool Cars a Specialty
Bonded Warehouse
35,000 sq. ft.
Motor Truck and Team Service



CHATTANOOGA, TENN.

**THE CHATTANOOGA
TRANSFER & STORAGE CO.**

Fireproof Warehouse

Furniture Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

CHATTANOOGA, TENN.

CHATTANOOGA

Warehouse & Cold Storage Company

Chattanooga, Tennessee

MEMBERS: A. W. A. and AMERICAN CHAIN

Cold and General Storage
GENERAL MERCHANDISE AND HOUSEHOLD GOODS
PACKING AND SHIPPING
Special Attention Given to Pool Car Distribution.

CHATTANOOGA, TENN.

CRABTREE

TRANSFER & STORAGE COMPANY, Inc.

Distributors and forwarders of pool cars

MOVING, PACKING, STORAGE

Sprinkler system warehouse. Lowest insurance rates.

KNOXVILLE, TENN.

Forwarding and Distributing Agents
Household Goods and Piano Moving
Long Distance Hauling, anywhere, any time

Fully equipped for
Distribution of Pool Cars

Rowe Transfer & Coal Co.

INCORPORATED

415-417 NORTH GAY STREET

KNOXVILLE

TENNESSEE

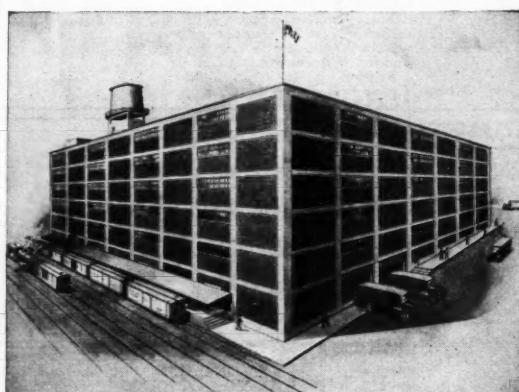
The Men Who Distribute

Quality Brands

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

KNOXVILLE, TENN.

D. R. BENEDICT, Manager



Knoxville Fireproof Storage Company
201-211 Randolph St.
Knoxville, Tennessee

Only Fireproof Warehouse in Knoxville

135,000 square feet on
Southern Railway tracks.
Equipped with Automatic Sprinkler.

Insurance at 12c. per \$100.00 Household goods shipments
per annum, solicited. Prompt remittances
Pool Cars distributed. made.

MEMBERS

American Warehousemen's Ass'n
National Furniture Warehousemen's Ass'n

PROMPT AND EFFICIENT SERVICE

MEMPHIS, TENN.

Memphis' Most Careful Movers

**Move
Pack
Store
Household
Goods**



Two Warehouses—Private Siding

ECONOMY TRANSFER & STORAGE CO.
KENTUCKY AND VIRGINIA AVE.

MEMPHIS, TENN.

Pres. J. H. POSTON Vice-Pres. S. M. POSTON
Secy. and Treas. W. H. DEARING

**JOHN H. POSTON
STORAGE WAREHOUSES**
INCORPORATED

671 to 679 South Main St., on Illinois Central Railroad
Tracks

CAPACITY 1000 CARS

Free Delivery from All Railroads on Car Lots

Insurance Rate 25-100 of One Per Cent or \$2.50 Per
\$1000.00 Per Annum.

No Charge for Switching To All Railroads on Car
Lots for Competitive Points and Illinois Central Rail-
road Local Stations.

DISTRIBUTION A SPECIALTY
MEMPHIS, TENN.

MEMPHIS, TENN.

NOTICE

What We Have to Offer for the Storage of
GENERAL MERCHANDISE
AUTOMOBILES

and

POOL CAR DISTRIBUTION

in

THE SOUTH'S MOST CENTRALLY LOCATED DISTRIBUTING CENTER

200 Acres Concrete Warehouses
All on ground floor
Automatically sprinkled
Privately policed
Lowest Insurance

Ten miles of Standard Railroad
Trackage for 500 Cars
Served by ten Railroads
Federal Barge Line
Our own switch engine and Motor Fleet

OUR FACILITIES ALLOW US TO OFFER REASONABLE RATES WITH UNEXCELLED
SERVICE

THE MEMPHIS TERMINAL CORPORATION

P. O. BOX NO. 1025

MEMPHIS, TENN.

Member A. W. A.

MEMPHIS, TENN.

Patterson Transfer Company

Established 1856. Sprinkler System.
Lowest Insurance Rate in the City.
Merchandise Storage and Distribution.
Pool Cars Distributed.

MEMPHIS, TENN.

IF

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YOU ARE LOOKING FOR A Warehouse That Believes in
"SERVICE FIRST" Then Get in Touch Today With

ROSE WAREHOUSE COMPANY, Memphis, Tenn.

LIGHT, CLEAN STORAGE
LOW RATE OF INSURANCE
FREE SWITCHING SERVICE
IN THE HEART OF THE
FREIGHT TERMINAL
AND JOBBING DISTRICT.

NASHVILLE, TENN.

NASHVILLE

Central shipping point for all parts of
Tennessee, Southern Kentucky, North-
ern Alabama, Mississippi and Georgia.

BOND

Reshipping and city deliveries from pool cars
or warehouse stock. Free switching from all
roads. Low insurance. Expert men will at-
tend to your business promptly and carefully.
Will be glad to refer you to many large and
well known companies we are now serving.

E. M. Bond Fireproof Storage Co.

Members of American Warehousemen's Association, National
Furniture Warehousemen's Association, Southern Warehouse-
men's Association and American Chain of Warehouses.

FORT WORTH, TEXAS

**In Fort Worth
It's Binyon-O'Keefe**

With three warehouses having a total of 250,000 square
feet of floor space; with our private side and free
switching to Fort Worth's eleven Trunk Line Rail-
roads—in Fort Worth, Binyon-O'Keefe is best pre-
pared to serve you.



BINYON-O'KEEFE
Fireproof Storage Co.
Fort Worth

Associated with Distribution Service, Inc.



GALVESTON, TEXAS

Universal Terminal Warehouse Company

Fire-proof storage—Sprinklered Warehouses

Galveston, Texas

Houston, Texas

New York Office:
40 Rector Street

GALVESTON, TEXAS

The WILEY & NICHOLLS CO.

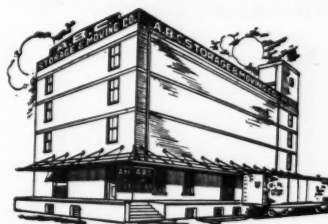
GALVESTON, TEXAS

**TRANSFER AND FIRE-PROOF
WAREHOUSES**

Pool Car Distributors

Forwarders

HOUSTON, TEXAS

**A·B·C. STORAGE AND
MOVING CO., Inc.**

"It's Fireproof"
Houston, Texas

Right in the
Center
of Houston

Ideal for the
DISTRIBUTION
of
MERCHANDISE
and
HOUSEHOLD
GOODS

Edw. T. Keough, Gen. Mgr.

HOUSTON, TEXAS

**ONE OF SOUTHWEST'S LARGEST MODERN
FIREPROOF BONDED WAREHOUSES**

Facilities for handling all kinds of Mer-
chandise with accuracy and promptness.

NATIONAL Warehouse and
Distributing Co.

KOPPEL AND WASCHER, Propr's

P. O. Box 1754

Houston, Tex.

Warehouses contain 72,500 sq. ft. space. Brick con-
struction. Sprinkler system assures you a lower rate
of insurance.

EL PASO, TEXAS

R. L. Daniel Storage Co.

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of
household goods. Consign your goods to us for proper attention.
Member, National Furniture Warehousemen's Assn.

EL PASO, TEXAS

INTERNATIONAL WAREHOUSE CO.

INC., \$200,000

FIREPROOF—BONDED

Members: N. F. W. A.—Tex. W. & T. Ass'n.

Storage, Drayage, Packing, Distribution
Merchandise and Household Goods

HOUSTON, TEXAS

U N I O N
TRANSFER & STORAGE CO.Successors to
Binyon O'Keefe Fireproof Storage Co.

Pool Cars Distributed

MERCHANDISE STORAGE
FIREPROOF WAREHOUSE**SERVICE THAT COUNTS**

HOUSTON, TEXAS

IN
HOUSTON
WESTHEIMER'S
FOR HOUSEHOLD GOODS AND
MERCANTILE STORAGE
DISTRIBUTION

FIREPROOF WAREHOUSES
RAIL FACILITIES—20 CARS
ELECTRIC CRANE
YARD STORAGE

Investment—\$300,000.00

References

Dun or Bradstreet Agency
All Local Banks
And Best of All
Forty Years in Houston

WESTHEIMER WAREHOUSE COMPANY
HOUSTON, TEXAS

HOUSTON, TEXAS

Wald Transfer and Storage Co.
Bonded Fireproof Warehouse

Merchandise and Household Goods Storage.

Pool Cars Distributed.
Rail Facilities 10 Cars.
Dry Cold Storage Plant in Connection.

H. B. & T Railroad and 812 Live Oak St.
HOUSTON, TEXAS

HOUSTON, TEXAS

Universal Terminal Warehouse Company
Fireproof storage—Sprinklered Warehouses
Houston, Texas Galveston, Texas
New York Office: 40 Rector Street

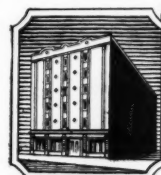
SAN ANTONIO, TEXAS

Territory—Southwest Texas and Mexico
MERCHANTS TRANSFER COMPANY
BANKERS of MERCHANDISE
Warehousing and Distribution
Household Goods—General Storage—Pool Cars
Branch House Facilities—Bonded

SAN ANTONIO, TEXAS

MUEGGE-JENULL WAREHOUSE CO.
Distributing Storage Forwarding
Give us a chance to demonstrate our service.
Reference Any Bank in San Antonio.
Bonded, Fireproof, Reliable, Dependable Service.

SAN ANTONIO, TEXAS



General Warehousing
and Distribution

CAPACITY
1,250,000 CU. FT.

THE HOUSE OF SECURITY—Member four leading associations!

Write for
freight tariffs
to all points in
San Antonio
territory

SCOBEE
FIREPROOF
STORAGE

San Antonio, Texas

TEXARKANA, TEXAS

HUNTER TRANSFER CO.
TEXARKANA, ARK.
Established 1882
DISTRIBUTOR OF
POOL CARS STORAGE
TRUCKING MOVING

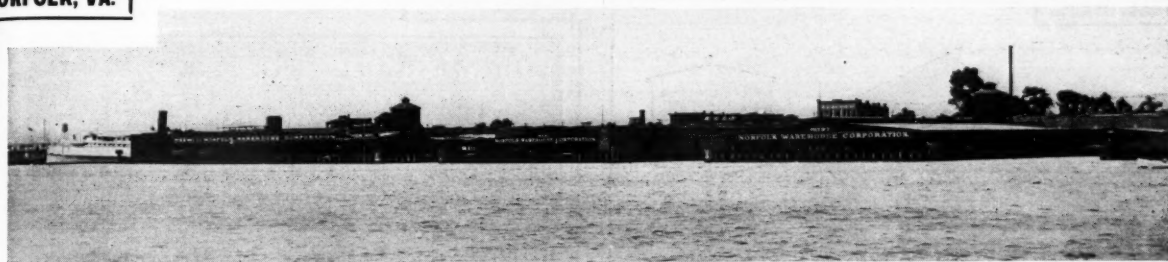
TYLER, TEXAS

Tyler Warehouse and Storage Company
Bonded under the Laws of Texas
General Storage and Distribution from the Center of East
Texas. Specializing in Pool Cars Merchandise.

SALT LAKE CITY, UTAH

Merchandise Storage and Distribution
Over 1,000,000 Cubic Feet Re-enforced Concrete,
Sprinklered Space
Insurance Rate Only 18 Cents
Jennings-Cornwall Warehouse Co.

NORFOLK, VA.



Free MERCHANDISE STORAGE Bonded DISTRIBUTION and FORWARDING

Direct rail connections with all roads entering Norfolk
 Trap car service Storage in transit Pool car distribution

150 package cars leave Norfolk daily for surrounding territory

Dry sprinkler system throughout
 Low insurance rates

2,000 feet of wharfage
 Deep water slips

Within one mile of jobbing and wholesale districts
 Collections promptly made and remitted

A spot stock in Norfolk receives more economical and efficient distribution to
 Virginia and North Carolina than from any other center.

Norfolk Warehouse Corp'n, Norfolk, Virginia.



REPRESENTED BY
 DISTRIBUTION SERVICE, INC.

100 BROAD ST., NEW YORK CITY
 Phone B.G. 8100

427 W. Erie St., CHICAGO
 Phone Sup. 7180

624 THIRD ST., SAN FRANCISCO
 Phone Sutter 3481

An Association of Good Warehouses Located at Strategic Distribution Centers

PETERSBURG, VA.

Southern Bonded Warehouse Corp.

Merchandise and Household Goods

DISTRIBUTION—STORAGE—TRANSFER

A. C. L. PRIVATE SIDING

Members: A. W. A.—N. F. W. A.—A. C. W.

RICHMOND, VA

Virginia Bonded Warehouse Corporation

1707 East Gary Street

Distribution and Forwarding of General Merchandise Only
 Largest Warehouses in South Southern R. R. Siding
 175,000 sq. ft. Insurance Rate 25c. per \$100 per year

Members American Warehousemen Association

SEATTLE, WASH.

BEKINS

MOVING and STORAGE

Vancouver, B. C. Seattle, Wn. Portland, Ore.

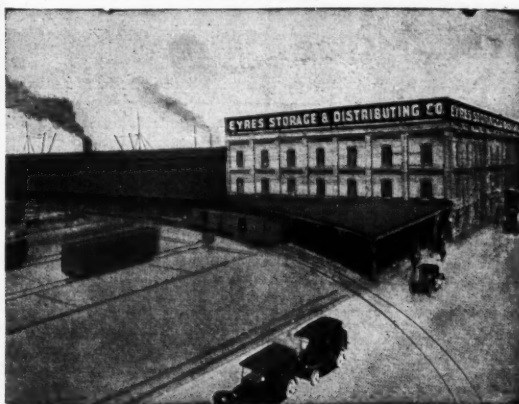
The Men Who Distribute

Bowser Tanks

Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index

SEATTLE, WASH.

EYRES STORAGE and DISTRIBUTING CO.



Established 1889
 Incorporated 1904
 Free & Bonded

Warehouses

Seattle, Wash.

GENERAL MERCHANDISE STORAGE

MACHINERY STORAGE

HOUSEHOLD GOODS STORAGE

POOL CAR DISTRIBUTIONS

OPERATING 26 TEAMS, 42 AUTOS

SERVICE OUR MOTTO



SEATTLE, WASH.



Associated
With A National Group
of Good Warehouses
Represented By
Distribution Service, Inc.
CHICAGO NEW YORK
427 W. Erie St. 100 Broad St.
Superior 9066 Brooklyn 888

Established
1905



TAYLOR-EDWARDS

Warehouse and Transfer Co., Inc.

1518 First Ave. So.

Warehouseman Distributors and Forwarders
of

Merchandise, Machinery

Furniture and Household Goods

Consign Your Cars to Us and Receive a
High Class Service at a Minimum Cost

Lowest Insurance Rates in the City

TACOMA, WASH.



WE OWN BOTH WAREHOUSES

Established 22 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods
Moving and Packing by Experts C. L. & L. C. L. Distribution
Collections Remitted Promptly We Solicit Your Business
CORNER PACIFIC AVE. AND 19th.

TACOMA, WASH.

PacifiC

Storage & Transfer Co.

Warehousemen

Merchandise and Furniture
Distributors and Forwarders



Our Motto Is

SERVICE
Speed—Accuracy—
Satisfaction

Ship Your Pool Cars in Our Care



SEATTLE, WASH.

UNITED WAREHOUSE CO.
SEATTLE, WASH.

Established 1895

Incorporated 1900

GENERAL STORAGE AND DISTRIBUTING

U. S. CUSTOMS BONDED STORAGE

RAIL CONNECTION WITH ALL ROADS

SPOKANE, WASH.

Furniture
Moved
Packed
Shipped
Stored
Pool Cars
Distributed and
Consolidated

**CATER
TRANSFER
&
STORAGE
CO.**

Exclusive
Motor Service
Merchandise
Storage
L. C. L. & C. L.
Distribution
Private Spur
N. P. Railroad
Ins. Rate 84c

YAKIMA, WASH.

Miller-Callison Storage & Transfer Co.

DISTRIBUTORS and FORWARDERS, PACKERS, SHIPPERS and MOVERS
TRANSFER-STORAGE-WAREHOUSING

Motor Trucks and Team Equipment for All and Every Kind of Hauling.

SHIP IN OUR CARE and let us be "At your service with best of service."
228 So. 1st St. Phone 571

AUTOMOBILE AND TRUCK STORAGE

HUNTINGTON, W. VA.

Shipping Center for
Southern West Virginia, Southern
Ohio and Eastern Kentucky

With five railroads entering Huntington or nearby and the Ohio River accessible, shipping to a large and thickly populated territory is a matter of a few hours. Private siding, no switching charges, every modern convenience supported by exceptionally high class service at a cost surprisingly low. Huntington is the gateway to a large and fertile field.

MAIER SALES AND STORAGE CO.

1639-41-43-45 Seventh Ave. West Virginia
Huntington

The Men Who Distribute
Crystal Domino Sugar

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

The Men Who Distribute
Federal Sugar

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

LA CROSSE, WIS.

La Crosse Terminal Warehouse Company

Storage and Forwarding
Household Goods and Merchandise
Trackage Connection with All Railroads

A Warehouse modern equipped in every respect rendering service of the better kind—always up-to-the-minute.

Phone 492 La Crosse, Wis.
M. A. Smith, Mgr.

MILWAUKEE, WIS.

HANSEN STORAGE COMPANY

Capital \$1,000,000.00

MILWAUKEE, WISCONSIN

WE CAN SOLVE YOUR PROBLEMS IN STORAGE
AND DISTRIBUTION OF MERCHANDISE

15 WAREHOUSES—50-CAR SIDE TRACK
850-FOOT DOCK

Member—American Chain of Warehouses,
American Warehousemen's Association,
Central Warehousemen's Club.

MILWAUKEE, WIS.

**LINCOLN
FIREPROOF WAREHOUSE CO.**

322-332 Third Street, Milwaukee, Wis.

Direct Trackage into Warehouse. Carlot Distribution.
City and Interurban Delivery of Mdse. and Household
Goods. We remit upon receipt of bill of lading.

OSHKOSH, WIS.

Oshkosh Storage Company

General Storage—Re-Consigning
Distributing—Forwarding
Prompt and Efficient Service
Private Siding—Free Switching

Oshkosh is the Metropolis of the Fox River Valley
and the best distributing point in Wisconsin.
We solicit your valued shipments which will receive
our prompt and careful attention.

Members: American Warehousemen's Association
Nat'l Furniture Warehousemen's Ass'n

SUPERIOR, WIS.

**HART TRANSFER &
STORAGE COMPANY**

PACKING, STORAGE, SHIPPING

Largest Padded Vans in the City

Private Switch—No Switching Charge

Freight, baggage and express transfer. Furniture packing and moving. Light
and heavy hauling, private locked rooms, heated piano and painting rooms.
Advanced charges remitted instantly. Reciprocity at every opportunity.

POOL CARS DISTRIBUTED

1716 BROADWAY

MILWAUKEE, WIS.

For the Greatest Satisfaction

To both yourselves and your customers
consign your Milwaukee shipments to

**United Fire Proof
Warehouse Co.**

392 Prospect Ave., Milwaukee, Wis.



Good service
built this
new fire proof
warehouse.

HAMILTON, CAN.

CENTRAL DISTRIBUTING
POINT.

**HAMILTON
THE
GATEWAY
TO CANADA**

Store and Distribute through

The Glasgow Storage & Cartage Co.

(Established 1887)

(In the Heart of the Wholesale District)

LICENSED CUSTOMS BROKERS AND FORWARDERS

HAMILTON, CANADA

A Fireproof Merchandise Warehouse, centrally located on
private siding.
Seventeen years in business and our original customers are
still storing with us.

STORAGE & TRANSFER CO., Ltd.
HAMILTON, CANADA

The Men Who Distribute

Dr. Kilmer's Remedies

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

MONTREAL, CANADA

"JE GARDE" ("I Safeguard")

**J. B. Baillargeon Express, Ltd.,
of Montreal, Canada**

One of the largest and most progressive Transfer Companies in the Dominion.

During the past twenty-five years a good part of our business has come from big American shippers. They have found this organization extremely capable and efficient.

There are many American concerns, however, who have not discovered our great capacity for service nor the broad scope of our activities.

To those who do not know us we would like to send our illustrated catalog "25 Years of Constant Progress." This catalog will prove exceptionally valuable to you in the matter of routing your Montreal and Canadian consignments.

It contains a wealth of profitable information. Send for this catalog today. It will be mailed immediately.

J. B. Baillargeon Express, Ltd.
Ontario Street East, Montreal, Canada
Correspondents all over the World

MONTREAL, CAN.

General Forwarders

Our modern facilities for the storing and forwarding of merchandise guarantees you a type of service that insures Safety and Economy. Our 60,000 feet of floor space is sprinklered throughout. Rush deliveries a specialty. We solicit POOL CAR shipments.

Ship to "GIFFORD"

The GIFFORD WAREHOUSE CO.
MONTREAL

Members A. W. A., C. W. A.

TORONTO, ONT., CAN.

Store with "City Storage"

Our 25 years experience in the transfer of household goods has given us an enviable position in this field of service.

Special attention given POOL CAR shipments, Storage and Distribution of General Merchandise.

CITY STORAGE, Ltd.
253 College St.

N. F. W. A.

TORONTO, CANADA

SPRINKLER
PROTECTED

INSURANCE
RATE 45c.



GENERAL MERCHANDISE DISTRIBUTORS
AND WAREHOUSEMEN

**STANDARD WAREHOUSING
& MERCANTILE CO., LIMITED**

82 Front St., W. TORONTO L. J. Myers, Mgr.

TORONTO, ONT., CAN.

2 Fireproof Warehouses

Private siding. Fleet of Motor Trucks, household goods pool car distribution. Moving—Storing—Packing—Shipping.

Est. 1908

C. A. WARD, Ltd.
26 Oxford St.

VANCOUVER, B. C., CANADA

B E K I N S
MOVING and STORAGE

Seattle, Wn. Portland, Ore. Vancouver, B. C.

WINNIPEG, CAN.

INSURANCE 30 CENTS



230 PRINCESS ST. WINNIPEG

HONOLULU, HAWAII

When Shipping Goods to

HONOLULU

consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted. Correspondence solicited.

CITY TRANSFER COMPANY

Cable Address:
LOVERINO, HONOLULU



Again We Repeat!

MULTISTAMP

"For addressing Shipping Tags and Labels IT HAS NO EQUAL."

"It saves us much valuable time, insures accuracy and legibility in our Shipping Department."

"It does all you claim for it and is well worth the price."

Thousands of like expressions come from satisfied MULTISTAMP users all over the world —IT WILL DO JUST AS MUCH FOR YOU.

Two sizes—No. 1, for Tags, Labels and rubber-stamp requirements \$7.50 with complete equipment—No. 3, for postal cards and larger duplication \$15.00 U. S. A. Eventually you'll own one—why not NOW?

THE MULTISTAMP COMPANY, Inc.
Norfolk, Va.

SALES OFFICES

The Multistamp Corp., 10 E. 43rd, New York
Office Devices Co., Rialto Bldg., San Francisco
Multistamp Sales Agency, Terminal Sales Bldg., Seattle
The Tidewell Co., 43 Fairlee St., Atlanta
H. E. Sargent, Boyd Park Bldg., Salt Lake City

No Doctor is likely to accept advice from his patient.
No engineer is likely to take suggestions on engineering made by his golfing friends.
No lawyer has much respect for the legal opinion of his clients.
No dealer credits his customers with a great deal of knowledge about the trade.
The expert does not accept the opinion of the layman.
The layman accepts the opinion of the expert.
Influence comes from the authority.
Reaching the warehouse industry through its industrial publication is reaching the user through his authority.

DISTRIBUTION & WAREHOUSING
239 West 39th Street, New York

**COMPLETE SERVICE
IN
WAREHOUSE CONSTRUCTION**

Comprising investigation work, preliminary advice, architectural and engineering services, and advice on financing problems.

VAN RENSSLAER H. GREENE

Warehouse Architect

35 WARREN STREET

NEW YORK CITY

ASK YOUR FORD DEALER ABOUT

**Warford
Auxiliary Transmissions**

*for Ford Trucks
and Passenger Cars*

WARFORD CORPORATION

44 Whitehall Street

New York City

**FURNITURE
PADS**

Strongly sewed, thickly and evenly padded, covered with durable O. D. canvas. Immediate shipment from stock.

FULTON BAG & COTTON MILLS, Inc.

330 WYTHE AVE. Estab. 1870 BROOKLYN, N. Y.
Atlanta Dallas St. Louis New Orleans Minneapolis

Montgomery Elevator Co.

Passenger and Freight Elevators

*Specialists in
heavy duty freight
elevators for
Warehouse Service.*

MOLINE, ILLINOIS

**BIG 4 TRANSFER
CO., Inc.**

**Long Distance Moving
Exclusively**

Representatives Everywhere



**VULCAN
"ALL-STEEL"
FIRE DOORS**

*Universally Used
in All Modern
Fireproof
Warehouses
Approved by
Underwriters
Details and Prices
on Request.*

VULCAN RAIL & CONSTRUCTION CO.
Grand St. and Garrison Ave., Maspeth, N. Y.

FISK TIRES

*There's a Fisk Tire of extra
value in every size, for car,
truck or speed wagon*

**Baled Excelsior
Excelsior Packing Pads
Wood Wool**

DU PRE *Manufacturing Co.*
Atlanta, Ga.

CLASSIFIED ADVERTISING INFORMATION

Six cents a word is the rate for all undisplayed advertisements set solid, regular want ad style; all capitals, 9c. a word; all capitals leaded, 12c. a word; minimum charge \$1 an insertion; payable in advance (see next paragraph).

Ten per cent discount if one payment is made in advance for four or more consecutive insertions. Advertisements other than "Positions Wanted" will be billed monthly if run more than four times.

Add five words for address if replies are to come to a box number address at any of our offices. These replies are forwarded each day as received, in new envelope, at no extra charge.

Refund will be made if all insertions ordered are not needed, the amount refunded being the difference between cost of insertions given and full amount paid.

Classified Department, The Class Journal Company, 239 W. 39th St., New York, 5 S. Wabash Ave., Chicago

Telephone orders must be confirmed in writing same day. No allowances can be made for errors of any kind unless prompt notification is sent us.

When replying to blind ads be careful to put on your envelope the correct box number and do not enclose original letters of recommendation—send copies.

Displayed advertisements are sold by the inch. Rates will be furnished upon application.

The right is reserved to refuse any advertisement and also to re-write and edit copy furnished whenever the publishers consider it advisable to do this.

Stevenson Cold Storage Door Company
CHESTER, PENNA.
Doors that cannot stand open
and other kinds that can

IDEAL
Stencill Cutting Machines,
Stencill Board, Stencill Inks,
Fountain Brushes, Marking Pots.
IDEAL STENCIL MACHINE COMPANY
BELLEVILLE ILLINOIS

CASTERS
For All Purposes
Double Wheel and Single Wheel
Swivel and Rigid
THE HAMILTON CASTER & MFG. CO.,
Hamilton, Ohio

Lifters, Pilers, and Racks
Ask About
THE TELESCOPE
ECONOMY ENGINEERING CO.
2679 W. Van Buren St.
Chicago, Ill.

Tarpaulins and Canvas Covers
Quality and Service
at Reasonable Prices
Send for Samples and Prices
ARTHUR F. SMITH CO., INC.
Department B
139 Spring St., New York, N. Y.

Zering Warehouse Trucks

Move Larger Loads and
Quicker

One house uses 500. Send for Bulletin T and learn how they save.



Roller Bearing Wheels Ball Bearing Casters
THE H. ZERING MFG. CO.
B. & O. & South, Cincinnati, Ohio

Convey and Pile Mechanically

BAGS
BOXES

Porta

BALES
ETC.

CONVEYORS

Write for Catalog

PORTABLE MACHINERY CO. Passaic, N. J.



Reynolds Trucks
Lansing-Co.
Lansing Mich.

Hi/Lo TRUCTOR

The Electric Transporter and Stacker. Handles any load up to 6000 pounds three times as fast as by hand. Places load 6 feet above floor.

Request Bulletin 457
The Elwell-Parker Electric Co., Cleveland, O.



SIMPLEX TIME RECORDER

will give you a printed record of the time of the arrival and departure of every truck and driver. Your men and trucks would get around on time. It will pay for itself in from one to three months.

SIMPLEX TIME RECORDER
Gardner, Mass.

WARREN TRAILERS

THE WARREN MANUFACTURING CO.—SPRINGFIELD, MASS.

Patents and Trade Marks

Protect Your Most Valuable Assets
Prompt Personal Attention
14 Years Experience

LESTER L. SARGENT, Patent Attorney
524 Tenth St. N. W. Washington, D. C.

FOR SALE: TRANSFER & STORAGE BUSINESS operating six trucks and complete equipment all good condition. Established twenty five years, exceptionally well known and rated. Doing second largest business in industrial town of fifty thousand. Other business requires undivided attention. First year net profit should exceed sale price. Bargain to quick cash buyer. Owner, Box 347, New Castle, Pa.

DO YOU WANT TO SELL YOUR BUSINESS?
DO YOU WANT TO BUY A BUSINESS?

Every issue of this paper contains Business Opportunity ads that are real honest-to-goodness opportunities.

KEEP IT UP!

One step won't take you very far, you've got to keep on walking;
One word won't tell them what you are, you've got to keep on talking;
One inch won't make you tall, you've got to keep on growing;
One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING by George S. Loeck, Vice-President of the American Warehousemen's Association.

THE advertiser
Who gets cold feet now
Will be cold all over
Two years from now.

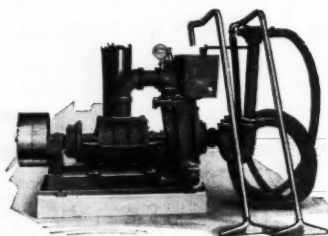
—The Credit Monthly

You Should Use CONNERSVILLE

Connerville carpet cleaning equipment increases profits, offers a more complete service and makes satisfied customers.

Connerville vacuum cleaners are superior, being low in first as well as operating cost, and high in cleaning results. Labor is diminished to the minimum.

Write for complete information.



Vacuum Cleaner

United Vacuum Appliance Corp.
Connerville, Ind. Dept. I

Royal Pads WEAR



ROYAL furniture wagon pads are covered with strong durable khaki; double boxed stitched, to prevent the cotton filling from lumping.



SPECIAL PRICES

No.	Cut Size	Per. doz.
No. 200	Cut Size 36 x 72	\$17.50
No. 300	Cut Size 54 x 72	24.50
No. 400	Cut Size 72 x 80	31.50

PROMPT DELIVERY—WIRE TODAY

Royal Bedding Company
1010-1012 North Tenth Street
St. Louis, Mo.

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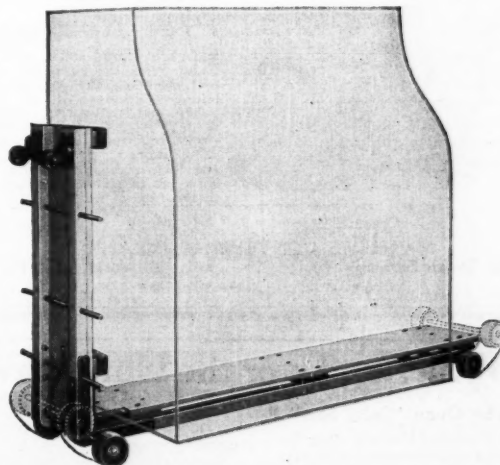
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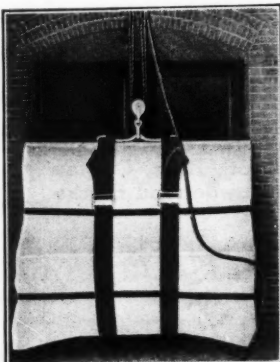
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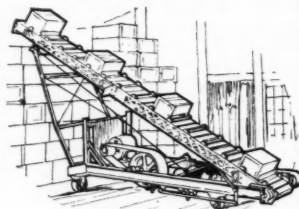


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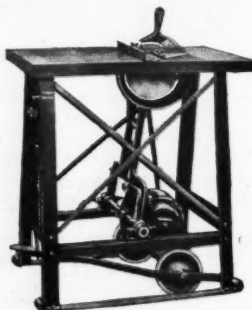
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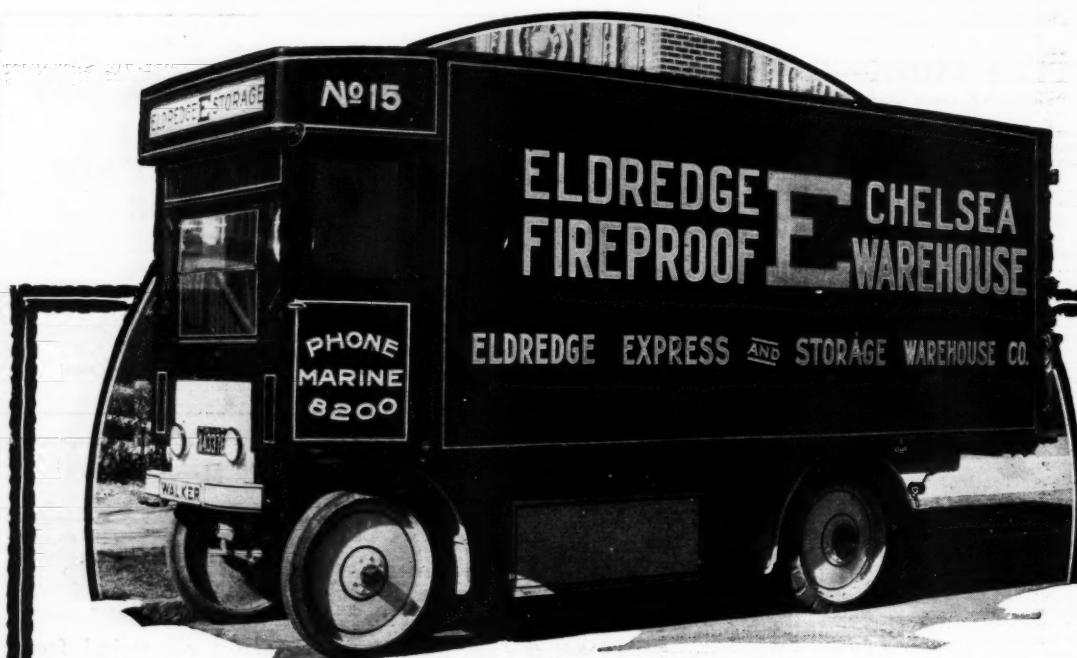
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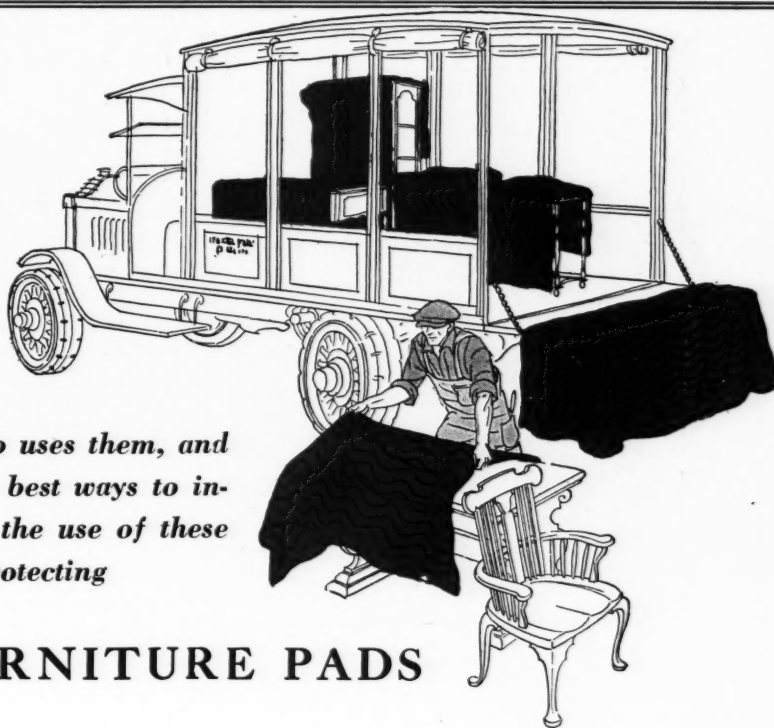
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